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Incorporating the Board of Trade Journa
Volume 12. No. 10. Pages 473 to 528. September 6, 1973. Price 10p. Net subscription post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London SE1. 01-928 6977 ext. 472

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Overcoming technical barriers to trade

by J. G. Gaddes, M.A., B.Sc.(Econ.), Director, Hemel Hempstead Centre of the British Standards Institution

An exporter faces a number of obstacles. Entry to overseas markets may be hindered because of tariffs, quotas and other government restrictions; freight, storage and handling charges may be high; national commercial practices may differ markedly, requiring careful study. The exporter may not be clearly aware of the extent to which competitors are entrenched in the market. He has to induce potential customers to purchase his own product instead of saving their money or spending it in other directions.

Such obstacles are the common experience of the exporter; they add to his unit costs and may reduce his penetration of a market. They make less certain his success, and, facing a higher risk, he will need to research the market and cost his product more carefully. However, despite all his calculations, the exporter may not appreciate clearly the significance of technical barriers to trade. These barriers arise when a product (perhaps a hairdryer, pressure vessel or transformer) designed for one market is not acceptable in another market because of its technical characteristics.

Most developed countries, to a greater or lesser extent, have distinctive technical requirements. Technical requirements can be defined to include national and international standards, regulations and quasi-regulations, codes of practice, certification systems, testing and inspection procedures, and miscellaneous working practices. These requirements may affect the specifications relating to the materials, components, design or performance of a product, and may make certification desirable or mandatory.

The extent and nature of the technical requirements in a country reflect a variety of factors. For example country A, which until recently had a primary economy, is under the influence of country B which has an industrial economy. Country A reflects the major technical requirements of country B, but does not have a complex of technical requirements of its own. Country B, however, had industrialised early and developed its own distinctive technology and supporting institutional structures such as professional technical associations, approval bodies, and quality boards. Additionally, the government has intervened to protect both industrial and domestic consumers. In this situation there is a detailed and complex technical requirements situation, and the exporter to country B has to adapt his product to ensure its acceptability, whereas in country A this problem does not exist. As a final example: country C is a vast federation, the political, business and administrative units of which value their independence and authority. In that country there may not be uniform technical requirements for products, owing to differences between states, or even between cities within one state.

World-wide complex of technical requirements

The problem of a world-wide complex of technical requirements relating to products is compounded by that of language differences. A pressure vessel exporter in Britain, to Europe say, has to ensure that his product conforms to the sometimes highly detailed individual national requirements which are often produced in the national language only; he will need to have the key documents, but preferably in English. For 10 countries he might have to cope with 10 different languages. Translations must be technically accurate and up-to-date. The documents are as much of a working tool for him as is a power press, but are more fundamental. A mistake in design and production, because of the use of wrong information, can be costly.

This introduces the economic consequence of a miscellany of technical requirements. The importance of economies in large-scale production is common knowledge. The larger the production run for an article, the better. The cost-saving is in bulk purchase of a smaller variety of materials and components, in lower stocking costs, in lessening the dislocation of production flow, and in lower design costs. It follows that the more varieties of a standard model that have to be produced, the higher are the costs of production. All this will affect the profit margins of the entrepreneur or the expenditure of the consumer. As profits are lower and/or prices are higher than they need be, this has a negative effect on the processes of investment and consumption, which are fundamental to the growth of living standards within the international economy. To offset these effects as much as possible, the manufacturer needs to find the largest market for his standard product, or to deviate from his standard product as little as possible.

Some companies ignore technical barriers to trade through ignorance or through supreme self-confidence in their ability to place their standard product in any market. To do this is to

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risk appreciable financial loss and the failure of an overseas marketing programme. The frustrated importer and the misled customer are not likely to forget easily the neglectful company, the product of which does not conform to local requirements: to flammability regulations or to motor vehicle legislation, for example. The full responsibility rests with the producer to get his product right for the market. His reward is the full confidence of the market in his product.

Thus the identification and assimilation of overseas technical requirements is essential to the exporter, but this can be costly when attempted on his own. Correspondence, telex, telephone calls, and travel overseas will increase the costs of a product for each market. Additionally, there will be document purchase and translation, and possibly test and certification costs. Delay in obtaining information, and in verifying and assimilating it, slows down production and marketing decisions and lowers the financial return. A knowledge of the total cost of complying with overseas technical requirements may be the critical deterrent to a potential exporter. Potential exporters, fearful of the unknown or of the only partially known, may hestiate before undertaking what might be a costly step.

It is therefore important for companies to be able to obtain information and advice quickly and cheaply to assist both in decision-making and in product design or adaptation. In Britain there are unparallelled facilities for giving information and advice. These facilities are associated with different organisations which complement each other in their work. The Overseas Tariffs and Regulations Section of Export Services and Promotions Division, directed by the British Overseas Trade Board, is in close touch with British Embassies and High Commissions all over the world and receives as they are published a wide range of foreign regulatory documents. These are available to exporters on request, and notices about them are published in *Trade and Industry* and issued selectively to subscribers to the Export Intelligence Service. Various industry-based trade and research associations give specialised advice in their own fields, but the Technical Help to Exporters Service of the British Standards Institution (THE) has a special and important role to play. Its objective is to assist British exporters of any product, where no other suitable advisory body exists, to overcome the technical barriers facing them. This is achieved by the production and sale of technical digests and technical translations; by the answering of inquiries; by research on special projects, and by negotiation on behalf of British companies. THE does not cover all the needs itself and one role is to know of the existence and services of other organisations to which to refer inquirers.

THE was established in 1966 and is now sponsored by the British Overseas Trade Board. Commencing with one engineer, this growing service now has 19 engineers and an administrative staff of 49. THE comprises Electrical, Building, Mechanical, Development, Promotion, Publications, Information and Office Services sections. At present, as the service moves from a subsidised towards a self-supporting basis, it has almost 1,200 members and receives more than 7,000 inquiries each year. The tendency has been to concentrate on specific information categories such as electrical products, boilers and pressure vessels, buildings, gas equipment, cranes, motor vehicles and components and industrial hazards.

The existence of an organisation such as THE to identify standards and related documents and to collate, interpret and analyse information as well as to produce technical translations removes to some extent the necessity for firms to conduct their own research independently and perhaps duplicate each others efforts. Anyone requiring membership particulars, or assistance as non-members, or desiring to know more about this service should apply to THE/BSI, Hemel Hempstead, Herts. Tel: Hemel Hempstead 3111 (STD Code 0442); Telex; 82424.

New handbook for exporters

Can live trout be exported? What is an ATA carnet? Which goods are subject to security export controls? By how much will tariffs between the original six Common Market countries and the United Kingdom be reduced on January 1, 1974? What are factoring companies?

All these questions and many others, both easy and esoteric, are answered in the latest edition of the 'Export Handbook', published by the British Overseas Trade Board. It has been carefully brought up-to-date, but the services are constantly evolving and some changes might be discovered in practice.

The Handbook is a guide to the services available through Government offices and to those afforded by Trade Associations, Chambers of Commerce and other non-official agencies with which the British Overseas Trade Board collaborates in the export promotion field.

Information is provided in the Export Handbook under 10 main headings;

The British Overseas Trade Board and the organisation of DTI export promotion services
Information and advice
Trade Promotions overseas
Publicity
UK duty and tax reliefs
Export regulations and formalities
Overseas tariffs
Insurance
Finance
Other services.

Within these broad classifications, detailed guidance is given on subjects ranging from technical symposia and seminars to the Common Agricultural Policy regulations, and from finance for developing inventions to certifying the accuracy of measuring instruments. The aim of the Handbook is to assist present and potential exporters of all goods and services whether they have to do with consumer goods or capital projects.

The Handbook is designed as a comprehensive reference publication, providing useful addresses of specialist organisations in particular fields. For example, there are the names of over 240 buying houses in the United Kingdom representing overseas stores, together with the names and addresses of the principal non-official British Trade Organisations in more than 30 overseas countries.

To assist exporters to make full use of Government export services and advice the addresses of all the regional offices are given. There is also a long bibliography.

'Export Handbook 1973' can be obtained free of charge on application to Room 306, Gaywood House, 29 Great Peter Street London SW1P 3LW (tel: 01-222 7231 ext. 22) or to any Regional Office of the DTI.

While organisations such as THE work to understand technical barriers to trade and to advise, the long-term remedies to these barriers lie in international standardisation. The trading ideal is universally accepted international standards and clearly understood approval procedures. Such a development would be a critically important influence on the volume of international trade. Economic historians can trace the connections amongst the development of technology and commercial institutions, the growth of specialisation and international trade, and the rise in world living standards. It is to be hoped that, a century from now, similar benefits might be attributed to the movement towards international standardisation.

Facing challenge of internationalism in British industry

URGENT international, particularly European, problems confronting British industry at the moment will be discussed in depth at the 1973 BSI Standards Conference, entitled 'The Swing from National to International Standards', which will be held at the University of Nottingham on September 27 and 28.

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, will open the conference.

Mr. G. B. R. Feilden, BSI Director General, will speak about the latest developments in international standards and Mr. G. Gaddes, Director of the BSI Hemel Hempstead Centre, will discuss technical barriers to international trade. A prominent speaker from the Ministry of Defence will talk about a philosophy of standards for this decade. Consumer interests will be covered by a talk on consumer standards and the Common Market.

Those interested should contact the Secretary, Standards Associates Section, British Standards Institution, 2 Park Street, London W1A 2BS.

Mr. J. J. Robson, Hong Kong's new Secretary for the Environment, was the principal guest at a luncheon last week given by the Hong Kong Trade Advisory Group to enable senior representatives of British manufacturing and consulting firms to learn at first hand of the Territory's pollution problems. Mr. Robson (extreme left) is pictured here talking to Mr. J. H. Hamm (extreme right) who is chairman of the Group. They flank Mr. J. W. Baxter, Maunsell & Partners, and Dr. D. Train, Cremer and Warner.

New President of Sino-British Trade Council

LORD Nelson of Stafford has taken over the presidency of the Sino-British Trade Council from July 1.

In a message to businessmen, Lord Nelson, who is chairman of GEC Ltd. and chairman of the British Electrical and Allied Manufacturers' Association, states:

'It will not be an easy task to succeed a man who has been so active in the cause of developing two-way trade with China. But we have made our beginnings for a new and energetic phase of activity built on the foundations which he has so soundly laid, and I am determined to seize every opportunity to further the healthy development of Sino-British Trade which presents itself during my period of office.

'Sir John watched the total trade build up from £31.9 million in 1963 to a new record of £58.5 million for the six months period January-June 1973. This probably indicates a final total for the year of around £100 million which is great progress indeed.

'From our own observations, and all that has been said and written on the subject recently, we know that industry in Great Britain is approaching new levels of output. In the existing world economic situation, our manufacturers are highly competitive on the basis of price, as well as in their degree of technical excellence and design.

'One of our jobs in SBTC, as I see it, is to supply as much market information as possible to help you all to be fully informed about new opportunities. We hope to augment our existing services for that purpose.

'We must also continually re-assess what we are doing to foster group-approaches to the market in China. We have just returned from a highly-successful exhibition at Peking, which should prove to be the springboard for much new business. In particular, the technical exchanges and discussions which took place there need to be followed up. When Mr. Peter Walker was in Peking for the Exhibition, he agreed with Mr. Pai Hsiang-kuo, Minister of Foreign Trade that a two year programme be set up for the exchange of missions and we are co-operating with the DTI in arranging this programme.

'For my own part, I intend to cultivate that close personal contact with my Chinese colleagues, both in China itself, and in the UK, which will help bring about the ready and smooth exchange of views which will enable us all to plan ahead and thus achieve the best possible results in fostering the future development of trade. I am already active on this side of our work.

'Our approach will also include planned efforts to expand China's exports to this country, guided by the advice of my Chinese colleagues, and that of all of you who trade with China. In this way I hope that the total trade between Great Britain and the People's Republic of China can be taken to quite new levels as China's economy develops, with each side sharing in the benefits.

'Please feel free to contact me, through SBTC Secretariat, if I can be of practical help to you in any business matter, or in airing any problems.'

Sir Peter Allen, a member of the British Overseas Trade Board, presents the 1973 Award for Commendable Effort in Exporting awarded by the Export Council for the Jewellery and Giftware Industries to Mr. T. O'Donoghue. The presentation took place at the official luncheon to mark the opening by Sir Peter of the Fifth International Gifts Fair London Earls Court.

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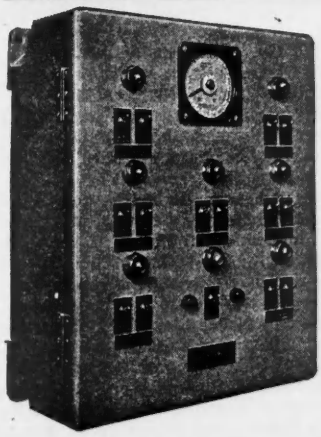

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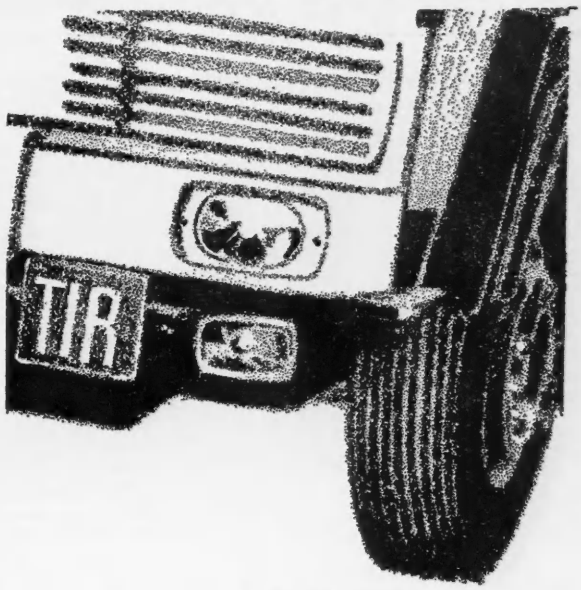

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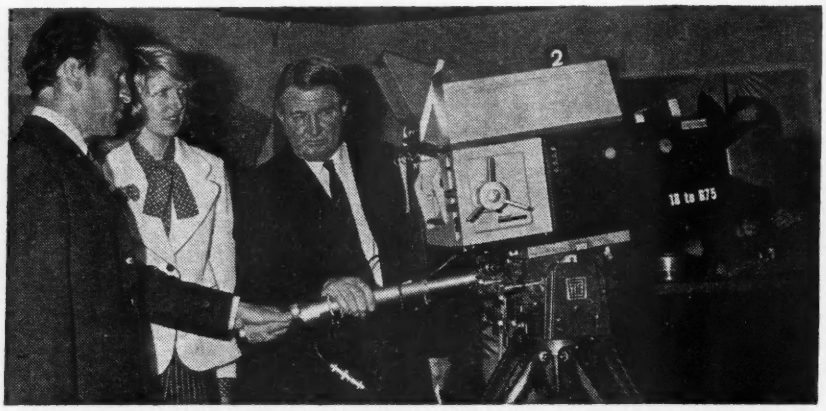

At the 14th National Radio and Electronics Engineering Convention and Exhibition, Mr. R. B. Carter, CMG, British Consul-General, Melbourne, discusses a colour television camera with Mr. C. F. H. Teed (left), marketing director, Marconi Communications Systems Ltd.

British national stand dominates Melbourne's big electronics show

From Jack Richards, British Consulate-General, Melbourne: The Institution of Radio & Electronics Engineers Australia held its 14th Convention and Exhibition in Melbourne, August 20-24. The combined event had added significance since colour television is to be introduced into Australia in 1975. Professor W. J. Bray, Director of Research of the British Post Office, gave the keynote address at the Convention on the 'Expanding Role of Telecommunications'. Other British speakers included Mr. C. R. Longman and Mr. F. G. Parker of the BBC who spoke on 'International Colour Television Developments'. Mr. R. Walby of Marconi Instruments Ltd., spoke on 'Automatic Monitoring of Television Transmitters'. Professor Bray and Mr. Longman also made a number of appearances on radio and television.

The exhibition, attracting some 51 exhibitors and occupying 30,000 sq. ft. of display area, was described as the shop window of the industry in Australia, a fact supported by the 13 British electronic companies who participated in a joint venture organised by the Electronic Engineering Association with the support of the British Overseas Trade Board.

The combined presence of prominent British speakers and exhibitors made an effective and serious impact on the Australian electronics industry and on broadcasting and television engineers in particular. The event was opened by the Director-General of the Australian Postmaster-General's Department, Mr. E. F. Lane, who referred in his address to the outstanding British contribution. This was quickly confirmed by some significant British successes.

Marconi Communication Systems Ltd., occupying their agent's stand—Amalgamated Wireless (Australiasia) Ltd. of Sydney—provided one of the highlights of the exhibition. They presented a series of line demonstrations of their major exhibits and of their Mark VIII automatic colour camera and their new telecine (Type B3404). Orders for Marconi colour television equipment totalled $4 million and are soon expected to top the $6 million mark. Two Brisbane television stations placed the first orders for the newly-developed colour telecine equipment and will be taking delivery of these early in 1974. The company reported further successes in obtaining orders for three outside broadcast vans, over 30 additional Mark VIII studio cameras and quantities of studio distribution equipment.

Rank Precision Industries Ltd. and Taylor Hobson Optics exhibited their new 9000 Series Broadcast Video Tape Recorder first shown at Montreux early this year. Taylor Hobson Optics showed newly-designed lenses. The Australian Broadcasting Commission placed an order valued at $500,000 for Rank Cintel colour television studio equipment which will be used to show colour films on TV at the start of the ABC colour service in 1975.

Other British companies are also reporting excellent results. Rupert Neve & Co. Ltd. sold a sound control console immediately after opening its stand. Dynamic Technology Ltd. booked the first Australian order for its DaTaLite 100 lighting computer control system. Aston Electronic Developments had immediate success in selling the new Analogue Video Character Pulse Generator and so did Michael Cox Electronics Ltd. with its vision mixing system for outside broadcasting units, small studios and closed circuit television systems.

Systems Video Ltd. successfully introduced its new range of broadcast standard waveform measurement equipment. Boston Insulated Wire (UK) Ltd., selling standard and miniature TV camera cables, was able to establish contact with the principal electronic manufacturers. Link Electronics Ltd. sold its camera tube testing systems to the value of $20,000 and has a basis for further sales. Prowest Electronics Ltd. obtained an order from the Australian Broadcasting Commission for 85 colour monitors. Thorn Lighting introduced a computer memory lighting control system which attracted great interest throughout the show.

There was much of visual interest in all these exhibits. The equipment was colourful and could be seen in operation. Being highly specialised, the exhibition took place in a compact area and the constant flow of visitors made it a lively scene. The British stand dominated the show. It was the only national representation and this fact, together with the strong team of speakers at the convention, made the event, from the point of view of Britain, one of the most successful in Melbourne in recent years.

Reputation for quality is consolidated at Montreal furniture mart

From Mrs. A. H. Allan, British Government Office, Montreal: According to Mr. L. Townsend, head of the Quebec Furniture Manufacturers Association show committee, the importance of a show such as this is to offer manufacturers the opportunity to do comparative shopping, to study new ideas and displays and to allow competitors to become acquainted with one another and to discuss their common problems.

The British Furniture Manufacturers Export Club, in conjunction with the British Overseas Trade Board, organised a highly successful second joint venture to the Montreal Furniture Market, International Section, August 12-16, and the 13 British exhibitors transacted substantial business. Indeed, with a pre-registration increase of 14 per cent over last year and buyer attendance reading 12,000, this year's market has been declared one of the most successful in its 27 year history.

The International Section moved into the Bonaventure Complex this year and was located on the Conventional Floor (F Mart) of the Hotel Bonaventure. The British group consisted of 13 firms and the British Furniture Manufacturers Export Club. As the largest foreign group, we occupied one-half of the ballroom (6,678 sq. ft.) where individual booths had been set up for each exhibitor. This year's participants brought with them a wide variety of furniture ranging from reproduction antique to contemporary.

While obviously wishing to take advantage of the opportunities suggested by Mr. Townsend of the Quebec Furniture Manufacturers Association, our manufacturers were also able to use this show to place substantial orders and to appoint some agents and distributors. £150,000 worth of business was booked during the five days, an increase of £70,000 over last year. Another £350,000 worth of orders is expected to be placed in the next six months. At the close of the show five firms were negotiating with, or had appointed, agents or distributors, in addition to the five participants who already had some form of representation in Canada.

The British exhibitors were: Adams International, Wokingham; Banks Heeley Plastics, Royston; I. Barget Ltd., Witham; Belvedere Design Workshop Ltd., Chessington; James Clark-Eaton Frames Ltd., Farnborough; Design Workshop, Shelley; Hille International Ltd., Watford; Jason & Lawrence Ltd., Clapton; Jaycee Furniture Ltd., Woodingdean; M. Shellock & Co. Ltd., London NW3 6HA; Tetrad Associates, Preston; Wood Bros. Ltd., Ware; Xerkon Industries, Ramsbottom.

The participation of the British group is felt to have been most valuable not only in monetary terms to our exhibitors, but also for the British furniture industry as a whole. We have already an excellent reputation for quality and craftsmanship in reproduction furniture, which has sold and continues to sell well on the Canadian market. Through joint ventures such as this we are able to safeguard this reputation and to show overseas buyers that we are also accomplished in the sphere of modern design and production techniques with our wide use of plastics, plexiglass, chrome and knock-down packaging.

Plans are already underway for next year's show and the organisers are most anxious to expand the International Section. At the present time it appears likely that next year competition from other imported lines will be even keener: Italy has expressed interest in almost doubling the space it occupied this year; France, Germany, Sweden, Denmark and Poland are discussing the possibilities of joining the section It is to be hoped that this additional competition will stimulate British furniture manufacturers to participation on an even larger scale in 1974.

UK exporters win early successes at Auckland fair

BRITISH exporters and their New Zealand associates were in an optimistic mood after the first four trade days at the Auckland International Trade Fair. All were highly satisfied with their participation and a number of British representatives were planning intensive follow-up action as a result of the large number of product inquiries.

Officials on the spot reported that so far the individual success stories belonged to Lansing Bagnall Ltd. (fork lift trucks), together with Morris Black and Matheson Ltd. (high speed threading machines), which sold machinery worth 165,000 New Zealand dollars, with business in the pipeline worth a further 500,000 New Zealand dollars. Substantial business was also transacted by Baker Perkins NZ Ltd. (packaging machinery) and GKN Windsor Ltd. (plastic making machines) which in addition to finalising contracts worth 75,000 New Zealand dollars, were hopeful of securing further business to the tune of 200,000 New Zealand dollars.

But other firms, notably Winstone Ltd., representing Blaw Knox Ltd. and Winget Ltd. (construction equipment) had also done well, while particular mention should be made of Barbecue King Ltd. (take-away food equipment) and Butler Bros. (Walsall) Ltd. (saddlery) which made a most encouraging start in the New Zealand market.

With a further nine days to go before the fair closed, sales by the 100 British firms in the British Pavilion had already topped the 750,000 dollar mark and exhibitors were confident that about as much again would follow before the fair closed on September 14.

The value of orders received does no more than reflect the high quality of British products on display and the fact that Britain has every intention of remaining New Zealand's number one supplier.

Finland starts building new exhibition centre

PLANS for a new exhibition centre in Helsinki to meet international requirements, under discussion for nearly 20 years, are now about to be realised. The Finnish Fair Corporation reports that the centre is decided and construction work has begun.

The completed centre will be very modern as regards the planning of the halls and their technical solution. As one of the dividing points between east and west, Finland will come to have greatly improved opportunities to develop and widen its international exhibition activities, it is claimed. The centre also offers significant flexibility with respect to a variety of public events.

The building includes two large halls plus an administrative and service wing. The total area involved is 34,600 sq. m and the cubic capacity 385,000 cu. m. Hall A, which comprises four units, totalling 2 hectares, has a height of 10 m. Hall B has an area of 4,000 sq. m and a height of 24 m. Even the largest fairs and exhibition arranged by the Finnish Fair Corporation—according to the present programme—can be held under the same roof. In addition to the halls, there is plenty of room in the outdoor area, the lot of the exhibition centre being 11 hectares.

The centre's site, only 3 km from existing exhibition halls, is considered outstanding and the transport services planned will guarantee that visitors can reach it quickly and easily by both public and private means. There will be a parking place for 3,000 private cars. If all goes according to plan, the centre should be completed in 1975.

Meanwhile, the Helsinki International Technical Fair will be held September 11-15, 1973. The total fair area, comprising exhibition halls and grounds, will cover approximately 16,800 sq. m and exhibitors will number more than 220. The fair area was fully reserved before the registration period expired in January of this year. More than 1,000 firms will be represented at the fair.

Ten countries have official stands: Austria, Czechoslovakia, Bulgaria, the Federal Republic of Germany, the German Democratic Republic, Great Britain, Hungary, Italy, Poland, Romania. The Soviet Union will exhibit its goods via its import agents. The foreign official stands will be located in the light-construction halls and in the outdoor area.

In connection with the Technical Fair an industrial electronics seminar, organised by the Association of Finnish Metal Engineering Industries and the Association of the Finnish Electrical Industry, will be held at Finlandia Hall on September 14. The seminar will be the first of its kind to be held in Finland. It aims at providing general information on the present and future applications of industrial electronics in fields other than the industrial branches traditionally associated with process techniques.

Some forthcoming home exhibitions

THE second Autumn London Floor Covering Exhibition, sponsored by the London Floor Covering Association, will be held at Alexandra Palace, Wood Green, N.22, September 11-13. Many new floor covering materials will be shown—some for the first time in London.

INCREASING awareness of the need for prevention and detection in the battle against fire disaster is reflected in the large number of exhibits devoted to this aspect of the fire services in the Fire Fighting & Prevention Exhibition, to be held, September 18-20, at the Exhibition Centre, Harrogate. To date, 114 companies on 79 stands have booked space. The exhibition will, as usual, consist of an indoor and an outdoor area. The outdoor area—designed for vehicles, fire-tenders, ladders and similar heavy equipment—affords just over 35,000 sq. ft. of display space. The indoor area affords some 20,000 sq. ft. of display space. The Fire Fighting & Prevention Exhibition is held annually in conjunction with the annual joint conferences of The Chief Fire Officers' Association and The Institution of Fire Engineers. The conference sessions will be held in The Royal Hall adjoining the exhibition. These two conferences form the most important annual event in the fire industry's calendar. In 1972 some 800 delegates attended—representing all parts of the United Kingdom. The attendance included senior Fire Service Officers, Fire Engineers, national and local-government representatives and fire-officers and senior executive staff from industry. It is expected that attendance from industrial fire-fighting and fire-prevention executives will be heavier this year than on any previous occasion because of the increasing awareness of fire-risk generally throughout industry.

ASSOCIATION of Public Lighting Engineers Conference takes place at the Spa Complex, Scarborough, September 25-28. Among equipment on show will be AMF/Venner's Ven-O-Lite E3 light-sensitive street lighting controller, featuring a negative differential switching action. This unit, states the company, represents a considerable advance in street lighting controls by enabling street lights to be switched off at a lower light level than at switch-on.

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MISSIONS and TOURS

Lord Drumalbyn to visit S. Africa

IN SUPPORT OF Britain's trade promotion efforts in key export markets, Lord Drumalbyn, Minister without Portfolio at the Department of Trade and Industry, expects to visit South Africa September 22-October 5.

He will see something of South African industry and commerce during calls at Johannesburg, Capetown, Durban and Port Elizabeth; and will meet Ministers in Pretoria to discuss trade matters of interest to both countries.

Lord Drumalbyn hopes to visit the Food Processing, Packaging and Distribution Exhibition in Johannesburg where 10 British firms are taking part in a joint venture with British Overseas Trade Board support.

South Africa is Britain's 11th largest export market. Exports increased steadily from £247 million in 1966 to £395 million in 1971, dropped back to £308 million in 1972 (when South Africa's total imports fell) and already in 1973 are heading for a £350 million total.

Development Corporation for Wales sponsors Australia trade journey

THE Development Corporation for Wales is sponsoring the first-ever trade mission from Wales to visit Australia. The members of the British Overseas Trade Board-supported mission left Cardiff on August 31 to arrive in Perth on September 1, where they were staying until September 5, before going on to Melbourne (September 5-10) and Sydney (September 10-15). British Consulate-General offices are arranging contacts between businessmen and mission members.

Eleven Welsh companies, making a wide range of capital and consumer goods, will be represented on the mission which will be led by Mr. Colin F. Smale, MBE, managing director of Tucker Products Ltd., Bedwas, a founder member of the Development Corporation and chairman of the South Wales Exporters Club. The mission's organising secretary is Mr. Alec Partridge, industrial executive of the Development Corporation.

The main purpose of the mission is to promote goods manufactured in Wales but in addition the leader and the secretary will be telling Australian businessmen and industrialists about the advantages that Wales has to offer as a manufacturing base for the EEC.

'I am looking forward to leading this mission because I know it will have a real welcome,' states Mr. Smale, who will be making his third visit in less than three years to Australia. 'Australia is an excellent market and it is growing rapidly. It is a pleasure to do business with the various companies and customers I meet.'

Mr. Partridge, on behalf of the Development Corporation will be promoting the 'new Wales' and seeking Australian companies interested in joint ventures or industrial expansion in Wales.

'I shall be very pleased to talk to them and give them information on the opportunities available in the way of building sites, training facilities and financial incentives,' says Mr. Partridge. 'Many of the Welshmen who left Wales to help in the industrial development of Australia would not recognise the new Wales of today. The Welsh economy within the last two decades has been completely transformed. Whereas it was once dependent on coal and steel today it is the home of over 3000 manufacturing companies producing a diverse range of products demanding good skills and high technology.'

Second UK trade venture by West India Committee to Caribbean islands

SECOND UK trade mission, supported by the British Overseas Trade Board and sponsored by the West India Committee, will be going to the Windward and Leeward Islands for three weeks to sell products ranging from fire-fighting equipment and diesel engines to ceramic tiles and cane harvesting knives.

The mission, led by P. S. Carrodus, FCA (director of Inchape Overseas Ltd., responsible for Inchcape Group operations in the Caribbean; a member of the Executive of the West India Committee; and a member of the West India Committee's Trade Committee) will depart from London on October 1 and will be visiting Antigua, St. Kitts, Montserrat, Dominica, St. Lucia, St. Vincent and Grenada.

The mission terminates in Barbados, not scheduled on the itinerary for an official visit, on October 23.

The mission members are: J. B. Lawton, George Woolliscroft & Son Ltd., Stoke-on-Trent, manufacturers of ceramic floor and cladding tiles; H. J. Doeser, Chubb Fire Security Ltd., Sunbury-on-Thames, fire-fighting equipment; Alfred Spencer, Ralph Martindale & Co. Ltd., Birmingham, manufacturers of matchets, cutlasses, cane harvesting knives, etc.; Kenneth McInnes, George Wimpey & Co. Ltd., Hammersmith, building, civil, mechanical and electrical engineering contractors; Bernard J. Cockrell, Hawker Siddeley Electric Export Ltd., Aldwych, London, motors, alternators, control gear, cables, lamps, lighting equipment, batteries, ceiling fans, diesel engines, marine engines, generator sets.

Seventy Belgian hi-fi men visit Garrard factories

PARTY of 70 hi-fi dealers from Belgium, together with leading members of the hi-fi press, recently made a two-day visit to the Swindon factories of record playing equipment manufacturer Garrard Engineering Ltd., part of the international Plessey organisation. The visit is part of an extensive programme to increase the company's sales in EEC countries.

Garrard managing director Bernard Ness, who welcomed the visitors on their arrival at Swindon on August 20 said: 'Although Garrard currently exports over 80 per cent of its total production, much of this output goes to North America. We are now planning to extend our marketing and sales operations in Europe and the purpose of the visit is to acquaint fully this influential group of hi-fi trade enthusiasts with our new product range.'

Mr. Ness said the visitors, who include Mr. P. Goemaere of Inelco, the Belgium distributor for Garrard, also toured the company's Newcastle Street, Cheney Manor and Blunsdon factories to familiarise themselves with production methods.

From its first operations in Swindon with only 38 employees in 1919, Garrard has grown to occupy three large factories totalling more than 400,000 sq. ft. with some 3,500 employees. Its export achievement has twice been recognised by Queens Awards, in 1966 and 1970.

Birmingham Chamber plans ahead for next year's trade missions

THE Birmingham Chamber of Commerce and Industry has announced details of some 15 outward trade missions that it is sponsoring, to be supported by the British Overseas Trade Board, for next year.

Overseas markets to be covered include: Thailand and Japan, February 4-16; Australia, March 14-30; Kuwait, Qatar, Abu Dhabi and Dubai, March 22-April 5; Chicago and New York, March 23-April 6; Nigeria, April 21-May 8; Puerto Rico, May 18-25; Montreal and Toronto, June 4-15; Venezuela, July 12-20; Singapore, September 6-14; Texas and Georgia, September 14-28; South Africa, September 14-28; Canary Isles and Ivory Coast, September 21-October 5; Algeria, Tunisia and Libya, October 27-November 11; Hong Kong, November 1-9; Brazil, November 8-16.

Projects that may be planned by the Chamber for Western Europe and special events for East Europe are not included in this list: details will be made known as they are finalised.

Arthur Jackson, Chamber overseas trade secretary, states: 'Since 1965, the Birmingham Chamber has sponsored just over 100 missions, in which roughly 800 delegates have taken part. As a result, business amounting to £125 million has been gained; of this sum no less than £60 million was firmly booked at the time of the mission taking place.

'In close collaboration with the British Overseas Trade Board, the Chamber has also a full programme of other activities—including joint venture exhibitions, overseas symposia, export training courses and home-based seminars —all carefully designed to meet the needs of UK manufacturers and exporters.'

Already, the Birmingham Chamber is drafting a programme for 1975.

Plastics sales manager tours Mid East, S. Africa

CURRENTLY on another export sales tour of the Middle East is Malcolm J. Bowry, sales manager, Liquid Plastics Ltd. of Preston. Mr. Bowry, who has made several business tours abroad, this time plans to visit Beirut, Iran, Abu Dhabi, Doha, Bahrain and Kuwait to promote his company's products, including Decadex, Steridex, Isoclad and other membranes.

He will concentrate on a relatively new product, Decadex-Firecheck, which has extremely high fire-resisting properties, it is claimed.

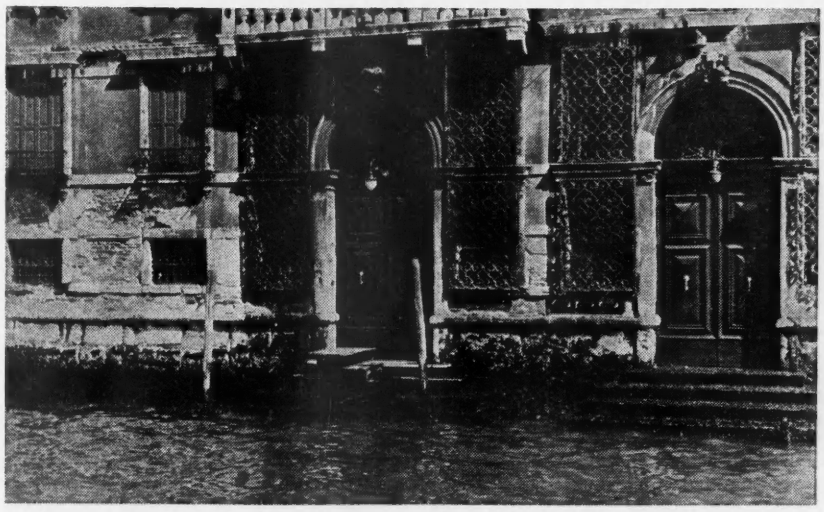
Later, Mr. Bowry will go on to Africa and visit Kenya, Nigeria, Tanzania and Ethiopia. Liquid Plastics has introduced a development of Steridex, known as Steridex TR, which it is believed will be of particular interest to these countries. It is a fungicidal cladding and tests have proved, states the company, that it has excellent resistance to termite attack. Export sales orders are expected to rise with the promotion of this product.

Brazil fact-finding trip

J. HUGH NEILL, chairman and chief executive, James Neill Holdings Ltd., Sheffield-based hand tool manufacturer, is on a two-week fact-finding tour of Brazil.

During his visit, Mr. Neill will study the country's current conditions and the prospects for expansion of the group's interests there. En route he will visit his group's marketing and distributing subsidiary, Neill-Hildon Ltd., which has warehouses in Toronto and Montreal.

James Neill states that it has a group turnover of some £16.5 million and 45 per cent of its sales are in overseas markets.



Venice, receiving international help to prevent it disappearing into the lagoon, has sought the specialist help of a British firm to combat rising damp and water penetration. Damp and Decay Ltd. of Cambridge has been approached by a Venice consultant to export know-how, specialist materials and processes, plus experts, to train local labour to apply the British treatments. Picture (courtesy of Construction News*) was taken at low tide and shows the high watermark on canalside buildings.*

Switzerland orders £¼m Marconi television broadcast equipment

THE Swiss Posts and Telegraphs Department has begun a major re-equipment programme for sound and television broadcasting services and has placed major equipment orders worth over £250,000 with Marconi Communication Systems Ltd. The first order was for four pairs of 10kW fm broadcast transmitters, some of which have already been delivered: they provide main and standby power with automatic changeover facilities.

All solid state except for the final stage, the B6524 has been designed to operate at unattended sites if necessary and has an exceptionally fast start-up time of four seconds from switch-on. It uses the new Marconi all solid-state frequency modulator drive.

One pair of transmitters will be installed on Mt. Rigi-Kulm in Luzern, 5904 ft., and the second pair on Mt. Santis, 8206 ft., in Appenzell.

A second order has been successfully negotiated for transmitters from Marconi's B7103 series. The order is for a total of six 10kW Band I transmitters operating in pairs from Bantiger, La Dole and Utelieberg. These transmitters will operate in a main/reserve configuration, with automatic changeover facilities, a mode of operation similar to that used for fm broadcasting.

One pair of these transmitters is special in that each unit has been designed to operate on Channel 2, a very low frequency channel which requires the extension of the normal range of the B7103 series down to 48MHz.

Dunlop wheels—£1m exports in six months

DURING the first six months of this year, export sales of Dunlop car wheels exceeded £1 million —a 20 per cent improvement over the same period in 1972. Although Dunlop wheels are exported world wide, the main areas are the Common Market countries, the United States and Japan.

A large percentage of sales are of standard steel wheels as original equipment, but wheels from the Formula 'D' range including light alloy, composite and wide rim styled steel wheels, are also popular in the overseas markets.

Farm machinery exports and imports at new high

THE Agricultural Engineers Association Ltd. reports that exports and imports of farm machinery were at record levels in the first six months of this year. The value of exports was £183.4 million compared with £149.1 million in the first six months of 1972—an increase of 23 per cent. The value of imports was £44.7 million compared with £29.1 million in the first half of last year.

The favourable balance of exports over imports rose from £120 million in the first six months of 1972 to £138.7 million in the corresponding period of 1973—an increase of 16 per cent.

Dowty rail control system set up in W. Australia

DOWTY rail wagon control system worth £250,000 has been installed at Forestfield, a large new hump marshalling yard near Perth, owned by Western Australian Government Railways.

Manufactured by Dowty Mining Equipment, of Ashchurch, Glos., the wagon control units at Forestfield are self-contained oleo retarders which were selected in preference to several types of competitive complex computer-controlled equipment.

The Dowty units are installed in 31 classification sidings having an average length of 2,500 ft. handling up to 14,000 wagons per week.

Forestfield is one of a large number of rail marshalling yards in Japan, Australia and the UK using Dowty wagon control equipment, states the company.

Taylor Woodrow in £20m town scheme in Oman

NEW residential township is to be built at Qur'm, near Muscat, Sultanate of Oman, largely by private enterprise with assistance from the Omani Government, under the overall management and administration of an association between the Taylor Woodrow Group of London and W. J. Towell and Co., of Oman.

To be known as Medinat Qaboos, after His Majesty Sultan Qaboos bin Said, the £20 million development envisages over 1,000 homes initially, together with shopping and communal facilities, and will house people working in Muscat, the capital city, and Mutrah, on a site overlooking the Arabian Sea.

Developers and owners of one part of the project are W. J. Towell, a merchant house trading throughout the Middle East from its headquarters in Oman, and of the other part by the recently-formed Oman International Development Co. Ltd., which is jointly owned by a subsidiary of the Taylor Woodrow Group, by W. J. Towell and by a group of Omani business men.

The combined development will provide houses and apartments of from 2- to 5-bedrooms, for sale or for rent, and varying in design and price to cater for a wide range of needs, up to extensive villas specially designed and constructed for commercial and Government organisations.

The Taylor Woodrow-Towell company's responsibilities for the overall development includes the sale and the leasing of the homes, shops and other properties.

The association between Taylor Woodrow and W. J. Towell is an extension to the previous co-operation between the two groups in the construction field which has resulted in numerous amenities completed or in progress throughout the Sultanate.

Within a few weeks of receiving an order for eight Land Rover ambulances for Portugal, Ibis M3 Limited, Kendal-based manufacturer of mobile medical units, has been asked to construct three more. The units are mounted on left-hand drive Land Rover 109-in. wheelbase chassis, incorporating 2.25 litre 4-cylinder petrol engines.

Exporting wood and glass tables

HORSLEY SMITH & SHERRY is aiding the commercial revival of the 18th century technique of glass painting by supplying prepared mahogany to Portobello London Studios for the manufacture of special tables that effectively display this form of art.

Portobello has rediscovered the technique of laying a black-and-white engraving on the back of the glass which will eventually form the table top. Each piece is then individually hand-painted in oils by a skilled artist who has complete freedom of colour choice and effect so that no two tops are ever exactly alike. As nearly all the production is exported, Portobello has designed a special table, the legs of which, decorated with brass ferules and inlays, pack flat for shipment.

The table frames and legs are constructed from West African mahogany selected by International Timber Group company Horsley Smith & Sherry, kiln dried to 12½ per cent moisture content and prepared to size.

The most popular picture is the old Moll map of the world but countries like Germany, France, Scandinavia and America are now showing almost as much interest in a wide range of subjects ranging from old sailing ships to prospects of the City of London.

Nine print machines from Sheffield to Romania

ORDER for nine industrial printing machines has been won by Edward Pryor & Son Ltd., the Sheffield marking machinery specialists, from Metarom, a Romanian State trading company.

The machines are special versions of the Matthews 6026 offset printer and will be installed at a new steelworks, the Turgovista project, where they will print identification of the steel grades, cast numbers and date codes along the length of ground and black round bar and flat sections. Pryor is also supplying the special quick-drying inks and rubber stereos used by the machines.

The standard 6026 is a continuous printer but the machines for Romania will be modified so that, as the bar starts to feed through, the printing roll descends and commences printing. A microswitch raises the roll again about 1 ft. from the end of the bar.

The Matthews offset printers are compact units which can be fitted easily into a production line in almost any position.

Turbines for overseas sugar and palm-oil

W. H. Allen Sons and Co. Ltd. of Bedford, a member company of Amalgamated Power Engineering Ltd., has secured orders totalling over £765,000 for 34 steam turbines for overseas sugar factories and palm-oil mills.

The steam turbines, both single-stage and multi-stage machines, range in power from 300 kW to 3,500 kW and have been ordered for installation in Iran, Indonesia, South Africa, Malaysia, Australia, Cuba and Malawi.

Fourteen of the single-stage turbines sold are Allen-KKK machines. These turbines are incorporated in complete turbo-alternators which Allen builds for, and which are being installed in increasing numbers in, the palm-oil industry.

The orders also include a number of the recently introduced Allen type SLC22 multi-stage back-pressure steam turbine, a larger version of the type SLC18 which has been installed in many parts of the world in a variety of process industries since its introduction about four years ago.

South Korea irrigators take Kent water meters

WATER flow-measuring equipment valued at more than £29,000 is being supplied by Kent Instruments Ltd., a member of the George Kent Group, for a major irrigation scheme in South Korea. The contract for the scheme was won by Kent Instruments' distributors, Taewon Trading Co. of Seoul.

B. L. Thurley, public utilities manager, Kent Instruments, comments: 'This is a breakthrough for us in this part of the Far East, and could be the beginning of a major involvement with South Korea.'

The contract was let by the Korean contractor, Han Yun, which is completing the Third Kum River Development Project on behalf of the Korean Agricultural Development Corporation.

Morane Plastic Co. of Staines, Middlesex, through its agent, East Asia Trading Co. of Karachi, has been awarded the exclusive contract for supplying equipment and materials for the national identification card programme of Pakistan. The first cards were presented to HE The President and Begum Bhutto in Rawalpindi to mark the inauguration of the scheme. Over the next two years over 40 million cards will be issued. Eventually, cards will be carried by every citizen of Pakistan over the age of 18.

All in a day's work—at 150 ft. (and another 450 ft. to go) . . . . The contract for designing, supplying and constructing a 600-ft. flare stack for Petrochim SA, Antwerp, was won by the Power Transmission Division of Balfour, Beatty & Co. Ltd. (BICC group). The stack will dispose of gases at high level from Petrochim's refinery complex. The consulting engineers were Kellogg International Corporation, London.

Poland imports mould cleaners for tyre plant

NEW tyre manufacturing plant, now being constructed in Poland, will incorporate two 'Vaqua' tyre mould cleaning and polishing machines to be supplied by Abrasive Developments Ltd. of Henley-in-Arden.

The order, valued at £25,000, is the second to be received this year from an Eastern European country. This latest order has been placed by STOMIL, Poland, via Francis Shaw and Co. (Manchester) Ltd. which has been contracted to equip the new plant.

The process involves the application of water-borne media at a very high volume to produce a high standard of cleanliness and a semi-polish surface finish: the time cycle from load to unload is 10 minutes.

Tanzania airport orders Plessey light equipment

CONTRACT worth £34,000 has been awarded by the Crown Agents, on behalf of the Tanzanian Ministry of Works and Communications, to Plessey Power Systems for the supply of airfield lighting equipment for the airport of Mtwara.

The system being supplied by Plessey to Tanzania is of the low intensity type and consists of runway edge, taxiway and approach lighting, Visual Approach Slope Indicators, solid Constant Current Regulators, medium voltage switchgear and a control console.

The Plessey airport lighting system is one of the most advanced currently available, it is claimed. Extensive use of solid state circuitry, with forward design techniques applied to the CCRs, results in high reliability, accuracy of control and compact arrangement with minimal heat dissipation.

Imports of bananas from Dollar Area—supplementary quota arrangements

To offset expected shortfalls in supplies of bananas to the United Kingdom in 1973 from other sources, a further supplementary quota of 6,500 tons has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the DTI's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1972/73. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas suppliers. Licences issued under these arrangements will not be valid after September 30, 1974.

Notes

The initial level of the quota for imports of bananas from the Dollar Area for 1972/73 was established at 14,000 tons, consisting of a basic quota of 4,000 tons and a supplementary quota of 10,000 tons. Three supplementary quotas of 5,000 tons each were announced in March, June and August 1973. The quota year runs from October 1 to September 30. There are no restrictions on imports from other than Dollar Area sources.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, The United States of America and Venezuela.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 20.

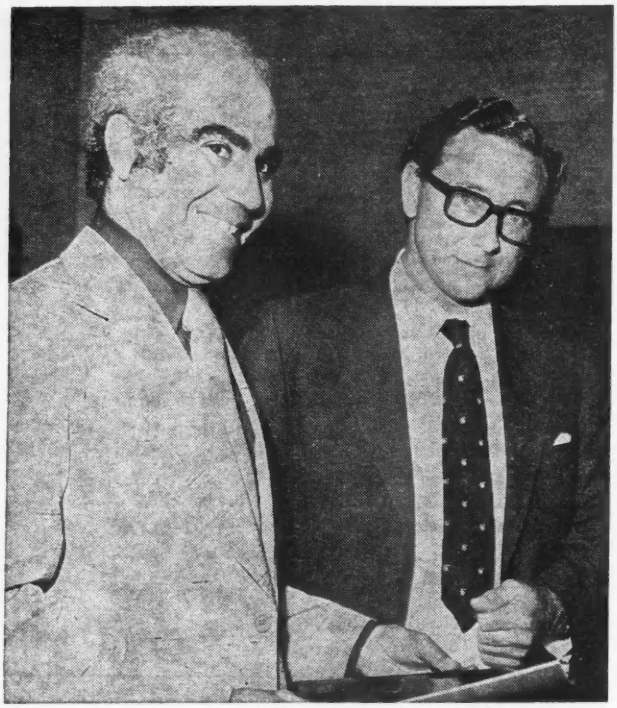
Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	3-Chloropropane-1,2-diol	as in previous column	December 31, 1973	14775
29.15	Maleic acid	as in previous column	December 31, 1973	14369
29.22	*o*-Phenylenediamine	as in previous column	December 31, 1973	10845

New address for Commercial Section, GDR Embassy

THE Commercial Section of the German Democratic Republic Embassy has moved from 34 Belgrave Square, London SW1. The new address is:

Commercial Section of the Embassy of the German Democratic Republic in the United Kingdom of Great Britain and Northern Ireland,
93-97 New Cavendish Street,
4th floor,
London W1A 2AR (tel: 01-323 4661, telex: hanverlon 27 337).

Isle of Man queenies—a kind of shellfish like scallops—are contained in this 40-feet refrigerated truck, belonging to Frigoscandia's fleet of 51 vehicles, at Speke Airport, Liverpool. Consignments of queenies from Seafresh Limited, Isle of Man, are unloaded for transport to the 2.6 million cubic feet cold store managed by Frigoscandia at Simonswood. Later the queenies are shipped in bulk from Liverpool to the USA.



His Excellency Mohamed Mahdi-Al Tajir, the London and Western European Ambassador of the United Arab Emirates, chats to Mr. R. W. Cannon (right), executive director of Cable and Wireless Ltd. The Ambassador had lunch with the Court of Directors of Cable and Wireless, the company which is to build a new satellite earth station to serve the Emirates. He also saw a preview of a Cable and Wireless-sponsored film about the Gulf which is due to be released later this year.

Jordan and the Somali Democratic Republic

JORDAN and Somali have recently signed a bilateral agreement designed to promote trade between the two countries.

The local press reports that under this agreement Jordan would encourage the import of fish and meat from Somali, and Somali would encourage the import of textiles, batteries, medicines and confectionery from Jordan; these would be paid for in hard currency. Furthermore, both countries have agreed, in principle, to establish a commercial centre in the other's territory.

EDB ext. 420/475

Hints to business men booklets

REVISED editions of booklets on The Arab Republic of Egypt, Ghana and Iraq, have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 7146), or to any Regional Office of the Department of Trade and Industry.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Austria and China

THE Austrian *Bundesgeselzblatt*, May 18, 1973, published details of a trade and payments agreement signed in Peking on November 2, 1972, between Austria and the People's Republic of China. The agreement, which includes the granting of most favoured nation treatment to each other's exports, came into force on June 1, 1973.

EDB ext. 458/460

Malawi—new appearance and dress regulations

BRITISH businessmen intending to visit Malawi should take note of new legislation enacted in July, affecting the clothing and appearance of both men and women.

Men—It is now a criminal offence to wear hair at the back of the head longer than an imaginary line drawn horizontally around the head at the level of the mouth. Visitors to Malawi whose length of hair contravenes this law are liable to be refused entry, or, within Malawi borders run the risk of arrest and subsequent prosecution. It should also be noted that, although not unlawful, bell bottom or flared trousers are considered to be undesirable and unacceptable to Malawi's customs and culture.

Women—It is also a criminal offence for any female person to wear in a public place (a) clothing which exposes any part of her body or underwear between the lower level of her kneecaps and her waist when she is standing in an upright position and (b) trousers or shorts. Certain exceptions have been made in relation to the wearing of trousers as part of national dress (ie Asian Community) and also when the person is engaged in any sport, game, pastime etc.

It should be noted that the dress regulations do not apply *within* National Parks, forest reserves, Lakeshore hotels and Chileka and Lilonguse Airports, but they *do* apply when a person is in transit to any of the exempt areas or within hotels situated in the main towns.

EDB ext. 471/472/473/462

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

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TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Norway

TAX CHANGES ON PETROL AND MINERAL OILS: Norway has announced that with effect from April 1 a tax of 0.08 N.Kr. per litre is payable on petrol incorporated in tractor fuel and similar mixtures.

The existing Mineral Oil tax is levied on that part of the mixture which consists of illuminating kerosene or other taxable mineral oils.

The importer is required to furnish on importation a written declaration to the customs on the percentage content (in volume/percent) of petrol and other mineral oils.

Mixtures with an Octane count of 65 or more continue to be taxable as petrol at 0.80 N.Kr. per litre of the whole mixture.

EDB ext. 458/459

IMPORT LICENSING: Norway has announced the introduction of Import Permits for shirts classified under B.N. Nos. 61.03.120, 151, -159, -191 and -199 originating in Malaysia.

This regulation came into force on May 22, 1973 but consignments which arrived or which can be proved by documents to have been despatched from Malaysia by this date can be cleared through customs under the regulations previously in force. **EDB ext. 458/459**

Finland

TEMPORARY IMPORT LICENSING: The Finnish Government have introduced, with effect from August 29, 1973, a temporary import licensing system for a number of consumer durables representing approximately 10 per cent of total imports.

The measure was taken to prevent any further increase in imports of such goods during the period in which legislative measures, aimed at safeguarding the country's balance of payments, are in preparation. The temporary arrangement will be maintained until the new legislation enters into force.

The consumer durable goods concerned include cars, motor cycles, boats and motors for these, radio and television receivers, stereo equipment, domestic refrigerators and freezers, washing machines, sewing machines and similar appliances.

British exporters who wish to know if they are affected must specify the goods (quoting BN numbers if possible)

EDB ext. 458/459

France

EXCHANGE CONTROL REGULATIONS: The French *Journal Officiel* of August 10 announced a series of measures liberalising exchange controls on commercial transactions and easing regulations on travel allowances and private transfers. The main points are as follows:

Commercial transactions

Domiciliation

The minimum level for the registration (domiciliation) of import and export contracts is raised from 10,000 francs (roughly £1,000) to 50,000 francs (£5,000).

Small payments for imports

Imports of up to 1,500 francs (£150) in value may be paid for direct without presentation of customs documents.

Forward cover

Both importers and exporters may now terminate forward cover arrangements before term but any profits accruing must be brought to the attention of the authorities. It would only be possible for these profits to be retained in the event of the commercial contracts being annulled. On imports the existing rules, which applied solely to goods, are now extended to all services made on a contractual basis (as is the case for exports). In addition importers may now make payment in respect of goods from the moment of despatch regardless of the means of transportation (previously restricted to air freight). Forward cover may now be extended to pre-contractual risks (for example international tenders).Extensions of forward cover (until now forbidden) is permitted up to a first limit of three months with the possibility of further extension on prior application to the exchange control authorities.

Travelling allowances

Businessmen and tourists may take out of France 5,000 francs (roughly £500) per journey (previously 3,500 francs). Businessmen can obtain an extra 500 francs (£50) per day. French tourists will be able to use credit cards up to a ceiling of 1,000 francs (£100). All these measures may be taken advantage of cumulatively.

Private transfers

The limit on private transfers abroad made without prior application is raised from 1,000 francs to 1,500 francs per transfer. Transfers to cover education fees, maintenance or other charges on property abroad are no longer limited but documentary evidence is still required. Limits for gifts and donations made overseas and the purchase of property abroad have also been raised.

Non-residents

The Bank of France has been asked to unfreeze blocked franc assets up to a ceiling of 50,000 francs held by non-residents.

Copies of the full French Text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Italy

CHEMICAL ADDITIVES TO FOODSTUFFS: In accordance with an EEC Directive dated July 13, 1970, the Italian *Gazetta Ufficiale* of July 28, 1973 published a ministerial decree setting out modifications to the list of chemical additives permitted in the preparation of foodstuffs. These cover sections dealing with antioxidants, gelling

(continued on next page)

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ITALY
continued

and thickening agents and substances for surface treatment. The decree is effective from August 12, 1973. A period of six months' grace is given before goods need conform to the new regulations and 12 months is allowed for the disposal of stocks.

A copy of the Italian decree can be sent on request or seen at Export House. **EDB ext. 466/467/288**

HEALTH REGULATIONS FOR FOODSTUFF CONTAINERS, PACKINGS, ETC.: A supplement to the Italian *Official Gazette* sets out legislation controlling the suitability of various types of materials to be used for the packaging of foodstuffs or substances for personal use.

Articles intended to come into contact with foodstuffs may only be prepared with the substances listed by type of material subject to the conditions, restrictions and tolerances specified for their use. The regulations cover articles made of plastic, rubber, regenerated cellulose, paper, cardboard, glass and stainless steel.

The provisions will apply from May 5, 1974 to utensils, plant, equipment and implements for the storage and transport of foodstuffs. A transitory period of 12 months (until April 20, 1974) for the production and importation, and 18 months (until October 20, 1974) for the disposal of stocks, is allowed for articles not conforming to the new regulations.

Copies of the full Italian text of the new regulations can be sent on request or seen at Export House. **EDB ext. 466/467/288**

Switzerland

TURNOVER TAX: Swiss Recueil No. 27 of July 9, 1973 published increased rates of Turnover Tax. From January 1, 1974 the new rates will be 4.4 per cent for the retail trade and 6.6 per cent for the wholesale trade. Turnover Tax is currently levied at 4 per cent and 6 per cent respectively. **EDB ext. 460/461**

Spain

DUTY-FREE IMPORT QUOTAS—SHEETS OF IRON OR STEEL: The Spanish *State Gazette* August 9, 1973, announced the following duty-free quotas valid until December 31, 1973.

Tariff no.	Description	Quota in metric tonnes
73.07	Blooms, billets, slabs and sheet bars (including tinplate bars) of iron or steel; pieces roughly shaped by forging of iron or steel:	
A	Unalloyed special steel:	
1.a	Billets between 50 and 60 mm	50,000
	Billets 70 mm	10,000
	Billets 80 mm	20,000
73.10	Bars and rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made):	
	hollow mining drill steel:	
A	Of unalloyed special steel:	
A.1 } B.1 }	Alambron (wire rod).	50,000
73.12.D.2.d	Cold-rolled steel coils, not annealed less than 0.3 mm thick for making tinplate	3,000
73.12.D.1 and 73.13.D.3.a	First quality tinplate and iron and steel tin coated strip minimum side size over 457 mm	10,000
73.13.D.1.a	Hot-rolled steel sheets with high elastic limit or boilers quality, fine grain, and high suitability to be welded, 12 mm thick and over, 2,000 mm wide and over, and with classification certificate, suitable to make pressure vessels, tanks, boilers, furnaces and large size structures.	20,000
73.13.D.1.a	Steel sheeting used in shipbuilding	20,000
73.13.D.2	Not further worked than cold-rolled or cold-finished, of a thickness of:	
c	less than 2 but not less than 0.5 mm	11,000

EDB ext. 462/471/472/473

DUTY-FREE IMPORT QUOTA—COKING COAL: Notice was given in *Trade and Industry*, February 15, 1973 of a duty-free import quota for 1973 of 3 million metric tonnes of coal suitable for coking, imported by iron and steel manufacturers for use in their coking plants (tariff heading 27.01.A). The Spanish *State Gazette*, August 15, announced that the quota has been increased by 440,000 metric tonnes. **EDB ext. 462/471/472/473**

OPENING OF GLOBAL QUOTAS: The Spanish global quotas for 1973 were published in *Trade and Industry* February 15, 1973, page 318. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1973. Applications must be presented within one month from August 9.

Quota no.	Tariff no.	Goods	Value of licence applications invited (Pesetas)
16	15.10.C	Industrial fatty alcohols	32,500,000
18	17.02.A 17.02.B.1	Organic chemical products	32,500,000
22	35.05	Miscellaneous chemicals not included in other headings	85,000,000
23	36.06	Pyrotechnic articles and matches	750,000
24	37.04.A 37.05.B	Photographic material	2,500,000

EDB ext. 462/471/472/473

Portugal

ELECTRONIC EQUIPMENT—EXEMPTION FROM IMPORT DUTY: Portuguese Diario de Governo No. 163 published Decree Law 352/73 of July 13, 1973, exempting from duty goods classified under the following BN headings when imported by Portuguese manufacturers in the electronics sector for exclusive use in their production cycle and provided the articles in which these goods are incorporated comply with the rules which allow them to be treated as products of Portuguese origin.

27.10	39.07	59.17	76.04	85.17
27.13	40.06	70.20	76.16	85.18
28.03	40.14	73.12	79.02	85.19
28.28	48.07	73.32	80.02	85.20
29.01	48.15	73.35	83.09	85.21
32.09	48.19	73.40	83.14	85.23
35.06	48.20	74.03	83.15	85.24
38.13	48.21	74.04	84.55	85.26
38.19	55.09	74.05	85.01	85.28
39.01	58.07	74.15	85.02	90.29
39.02	59.02	74.16	85.14	95.08
39.03	59.08	75.03	85.15	—

No further information is available. **EDB ext. 460/461**

Jordan

TARIFF AMENDMENTS: The Jordanian *Official Gazette* of July 10 (No. 2431) and July 25 (No. 2434) carried the following amendments to the customs tariff:

Tariff no.	Description	Unit	Rate
30/3/d/2	Others	*ad val*	exempt
73/14	Iron or steel wire whether or not coated		
a	Imported by manufacturers for use in the screw, bolts and nuts industries	*ad val*	exempt
b	Others	*ad val*	8%

EDB ext. 420/475

Iran

IMPORT REGULATIONS. The Iranian Ministry of Economy have announced that registration of orders for the following items do not require the prior agreement of the Ministry:

Item No.	Description
55.05	1. Cotton yarn, pure or mixed. 2. Plain cotton yarns, raw and stranded yarns in any form No. 60 or less, in the metric system or equivalents in any other systems
55.07	Cotton gauze of bandage type
55.08	Cotton terry towelling and similar terry fabrics
55.09	Other woven cotton fabrics

The Ministry also announced that the import of radio receivers combined with tape-recorders under tariff no. 85.15B is now authorised. **EDB ext. 420/475**

Tunisia

POTATOES—DUTY SUSPENDED: It has been announced in the Tunisian *Official Journal* July 27, 1973 that the customs duty on potatoes imported for consumption, falling under BN heading 07.01F, has been suspended with effect from April 15, 1973, up to a limit of a quota of 2,000 metric tonnes. **EDB ext. 420/475**

Tanzania

IMPORT LICENSING CONTROLS: Government Notice No. 171, Open General Licence, 1973, published in the United Republic of Tanzania *Official Gazette*, August 1, 1973 cancels Government Notice No. 47, Open General Licence, 1972, published in *Trade and Industry*, April 6, 1972, pages 27-8. A copy of this Open General Licence has now been received, but it is too lengthy to be published here. The basic aspects of the New Open General Licence of interest to British exporters are as follows:

Goods in Part I of the First Schedule may be imported under OGL provided they are new and are imported direct from the country of origin. Spare parts for vehicles and machinery including domestic machinery are separately itemised in Part II of the First Schedule and are not liable to the provisions imposed in Part I. Part III, dealing with medicines and veterinary medicines and articles used in the application of such medicines together with insecticides, fungicides and pesticides, may be imported under the OGL subject to varying provisions.

Section 6 authorises the importation under the OGL for goods imported from Zanzibar, unsolicited gifts and accompanied baggage, as defined.

This OGL regularises the allocation of confined goods by BTN numbers among the reorganised State Trading Corporation and the National Development Corporation companies which are as follows:

ITEMS SUBJECT TO SPECIFIC IMPORT LICENSING WHICH MAY BE IMPORTED ONLY BY OR ON BEHALF OF THE FOLLOWING:

Section I—National Development Corporation:

31.01/05, 40.11, 64.01/04, 64.05A, 73.12, 82.01, 82.03, 82.04B, 82.12, 82.13 84.24, 84.25, 84.26, 84.30.

Section II—National Steel Corporation:

73.01, 73.02, 73.03, 73.04, 73.05, 73.06, 73.07, 73.08, 73.09, 73.10 73.11, 73.13 73.15

Section III—Tanzania Wood Industry Corporation:

39.01/06, 44.03, 44.15, 44.18

Section IV—National Textile Industries Corporation:

50.01/10, 51.01/04, 52.01/02, 53.01/13, 54.01/05, 55.01/09, 56.01/07 57.01/12, 58.01/10, 59.01/03/04, 59.05/06, 59.07/08/09/17, 60.01/06 61.01/11, 62.01/05, 63.01/02

Section V—Tanzania Elimu Supplies Ltd:

32.10, 32.13, 34.07, 38.19, 48.01, 48.02, 48.03, 48.04, 48.05, 48.06, 48.07, 48.08/09, 48.10, 48.13, 48.14, 48.15, 48.16, 48.17, 48.18, 48.19, 48.20, 48.21, 49.11, 70.17, 73.31, 74.14, 83.03, 83.04, 83.05, 83.11, 84.33, 84.35, 84.51, 84.52, 84.54, 84.55, 90.10, 90.11, 90.12, 90.13, 90.15, 90.16, 90.21, 92.12B, 94.01, 97.01, 97.02, 97.03, 97.04, 97.05, 97.06, 97.08, 98.03, 98.04, 98.05, 98.06, 98.07, 98.08, 98.09

Section VI—Agricultural and Industrial Supplies Company Ltd.:

15.02, 15.03, 15.05, 28.01/58, 29.01/45, 30.01, 32.01, 32.02, 32.04 32.06, 32.07, 32.08, 33.01, 33.02, 33.03, 33.04, 34.02A, B & C, 34.04 36.01/05, 38.01/10, 38.12/18, 39.01/06, 39.07A, 73.19, 73.22, 73.23 73.24, 73.25, 73.29A & C, 73.35, 73.37, 83.15, 84.01, 84.02, 84.15A 84.20, 84.21B, 84.29, 84.56, 84.59A, 85.01, 93.01/07

Section VII—Building, Hardware & Electrical Supplies Company Ltd.:

25.23B, 32.09, 32.11, 32.12, 35.10/06, 38.13, 38.19, 39.07C, 39.07E, 39.07F, 39.07H, 44.23, 68.08A, 68.12, 69.08, 69.10, 73.14, 73.17, 73.18, 73.20, 73.21, 73.21B, 73.26, 73.27, 73.28, 73.30, 73.31, 73.32, 73.38B, 73.38C, 73.40, 74.14, 76.03, 76.08B, 76.15, 76.16, 82.02/06, 83.01A, & C, 83.02A, B & D, 83.07D, 85.19, 85.20, 85.23, 85.25

Section VIII—National Pharmaceutical Company Ltd.:

30.05B, 33.05, 33.06, 38.11, 90.01, 90.02, 90.03, 90.04, 90.05, 96.05

Section IX—General Foods Company Ltd.:

02.02, 02.06, 04.02, 04.03, 04.04, 08.01/13, 09.01/10, 15.06, 15.07, 15.13, 16.02, 16.03/05, 17.01, 17.04, 18.05, 18.06, 19.02, 19.03, 19.05, 19.08, 19.08A, 20.01/06, 20.07, 21.03, 21.04/05, 21.06, 21.07B, 22.02, 22.03, 22.05A, 22.05B, 22.06, 22.07, 22.09A, 22.09B

Section X—Domestic Appliances and Bicycle Company Ltd.:

40.11A, 40.11C, 40.11, 73.29B, 84.12, 84.15B, 84.41, 85.03A, 85.06, 85.07B, 85.12, 85.14, 85.15A & B, 85.21B, 87.10, 87.12C, 90.07B, 90.08, 90.09, 91.02, 92.11, 92.12D, 92.13

Section XI—Household Supplies Company Ltd.:

34.01, 34.02D, 34.05, 34.06, 36.06, 39.07B, 39.07D, 39.07J, 39.07K, 42.02, 48.11, 48.12, 66.01, 69.11/12, 70.12, 70.13, 70.14, 70.20, 73.33, ,73.34, 73.36, 73.38A & D, 73.39, 82.11, 82.12, 82.14, 83.07C, 84.21B, 85.10B, 94.04, 98.10, 98.15

All other goods or goods not coming within these provisions can be imported only by the authority of a licence issued by the Imports Controller.

Note: The above parastatal organisations include those formed on the reorganisation of the State Trading Corporation referred to in *Trade and Industry*, May 31, 1973, page 405.

In some cases not all items under each BTN customs tariff number shown above are in fact affected. Exporters are advised to contact Export Data Branch to confirm the position for any commodities in which they are interested, also for details about goods allowed to be imported under this Open General Licence and the procedure for payment. **EDB ext. 471/472/473/462**

IMPORTS OF THE EAST AFRICAN COMMUNITY: Government Notice No. 172, 1973, published in the Republic of Tanzania *Official Gazette* of August 1, notifies that goods orginating from any Corporation within the Community or other institution of the Community are permitted to be imported without an import licence. **EDB ext. 471/472/473/462**

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Deposits	172,764,215	" "
Total Assets	251,689,464	" "

as at 30th June 1973
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Zambia

IMPORT CONTROLS: The Zambia Control of Goods (Import and Export) (Agriculture) (Prohibition of Importation) (Revocation) Order 1973 published on August 17 as Statutory Instrument No. 208 of 1973 revokes the Control of Goods (Import and Export) (Agriculture) (Prohibition of Importation) Order 1972.

This means that the following items are no longer prohibited imports: Birds (dead), Nuts (tinned), Peanuts (salted or roasted), Tomatoes (tinned). **EDB ext. 461/462**

Niger

IMPORTATION OF UNBLEACHED, DYED OR PRINTED MATERIALS: Niger Government Decree of January 26, 1973 announced that the importation into Niger of unbleached, dyed and printed materials would be subject to the special authorisation of the Ministre des Affaires Economiques du Commerce et de l'Industrie as from that date. **EDB ext. 472**

Portuguese Colonies

IMPORT DUTIES: With effect from July 4, 1973 the following rates of duty apply to imports into the Portuguese Colonies (Angola, Mozambique, Cape Verde Islands, Portuguese Guinea, Sao Tome & Principe and Timor):

91.09	Watch cases and parts of watch cases, including blanks thereof:			
	Not decorated or trimmed with pearls or natural or artificial precious or semi-precious stones:			
	Finished:			
01	Of gold or platinum	*ad val*	30%
02	Of silver	*ad val*	30%
03	Gilt or of rolled gold	*ad val*	30%
04	Not specified	*ad val*	20%
	Blanks:		
05	Of gold or platinum	*ad val*	30%
06	Of silver	*ad val*	30%
07	Of rolled gold	*ad val*	30%
08	Not specified	*ad val*	20%
09	Decorated or trimmed with pearls or natural or artificial precious or semi-precious stones	*ad val*	30%

EDB ext. 460/461

South Africa

CUSTOMS TARIFF CHANGES: The following amendments were published in the South African *Government Gazette* of August 17:

R. 1449	The duty on certain items under the following general headings has been amended:	
B.N. 50.09	Woven fabrics of silk or of waste silk (excluding noil).	
B.N. 50.10	Woven fabrics of noil silk.	
B.N. 51.01	Yarn of man-made fibres (continuous) not put up for retail sale.	
B.N. 51.02	Monofil, strip (artificial straw and the like) and imitation catgut of man-made fibre materials.	
B.N. 51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip of headings Nos. 51.01 or 51.02.	
B.N. 53.11	Woven fabrics of sheeps' or lambs' wool or of fine animal hair.	
B.N. 55.09	Other woven fabrics of cotton.	
B.N. 56.07	Woven fabrics of man-made fibres (discontinuous or waste).	
B.N. 60.01	Knitted or crocheted fabric not elastic nor rubberised.	

EDB ext. 471/472/473/462

FLEXIBLE CORDS FOR POWER AND LIGHTING EQUIPMENT: The South African *Government Gazette* of August 17 gives details of the new compulsory standard specification for flexible cords for power and lighting equipment. **EDB ext. 471/2/3/462**

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 601, published in the South African *Government Gazette*, August 24, 1973, contains applications to the Board of Trade and Industries for increase in duty on: Vinyl acetate monomer, Baby bouncers (BN 97.06.90), Vulcanised rubber thread and cord (BN 40.07.90), Wigs, Artificial hair.

Customs Tariff Application List 602, published in the South African *Government Gazette* of August 31, 1973, contains an application to the Board of Trade and Industries for increase in duty on Diamond drilling core barrels (single or double tube), swivel heads, and parts thereof. (BN. 84.23.90).

British trade organisations thought to be interested in these applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department. **CRE ext. 5274**

Bangladesh

REGISTRATION OF TRADE MARKS: Under the Trade Marks (Invalidation and Summary Registration) Order 1973 which was made on March 13, 1973 and came into force immediately, trade mark applications filed in Pakistan before March 26, 1973 shall be deemed not to have been filed in Bangladesh. The Order also provides that trade marks registered in Pakistan before March 26, 1971 shall be deemed not to have been registered in Bangladesh unless they are re-applied for and registered under this Order. Application for such registration can be made within one year of the commencement of the Order to the Controller of Patents, Designs and Trade Marks at Central Government Office Building, Agrabad, Chittagong or at House No. 1/4, Block B, Mohammadpur Housing Estate, Mirpur Road, Dacca on payment of Taka 50.00. Owners of trade marks registered in Pakistan before March 26, 1971 and who want their registration to retain validity in Bangladesh should therefore ensure that they are registered there by March 12, 1974.

A copy of the above Order is available for consultation in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Chancery Lane, London, WC2A 1AY.

Pakistan

EXPORT OF HIDES AND SKINS BANNED: The Government of Pakistan recently announced an immediate ban on the export of hides and skins with the exception of lamb skins in grades I, II and III. Export of semi-tanned/wet blue leather made from cow and cow calf hides has also been banned.

No further details are avilable. **EDB ext. 420/475**

Australia

TARIFF BOARD INQUIRY ON MOTOR VEHICLES, ENGINES, PARTS, ETC.: The Australian Prime Minister has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of passenger vehicles with gross weight less than 6,000 lb. (tariff items 87.02.11 and 87.02.13) and vehicles falling within tariff items 87.02.19, 87.02.9 and air-cushioned vehicles (tariff item 87.02.2); also chassis, bodies and parts; vehicles within tariff item 87.14.19 and shock absorbers and other parts, ic engines and components falling within various chapters of the Australian Tariff.

The Tariff Board has been asked to report on the likely effects of their recommendations on employment and prices and on assistance needed to encourage production in country areas, having regard to the Government's objectives on the use of resources and maintenance of a viable automotive industry with Australian participation including equity. The Australian government considers that neither tariffs alone nor policies akin to the present motor vehicle plan would be effective in implementing these goals.

The Tariff Board have been asked to report by the end of October 1973.

Current tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch (EDB ext. 468/469/401).

United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by AIR MAIL. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearing(s), they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1092/73 **CRE ext. 5318/5319**

Canada

PROCESSED EDIBLE FATS AND OILS: The Canadian Department of Health and Welfare has issued Information Letter 397 of August 9, 1973, announcing that from December 1, 1973, the maximum content of C22 monoenic fatty acids in processed edible fats and oils will be restricted. It is hoped that the restriction will be met by voluntary action and the letter, copies of which are available, contains guidelines in respect of margarine and margarine-like products, cooking oil and salad oils. **EDB ext. 455/456/457**

United States

MATTRESSES—FLAMMABILITY STANDARDS: *Trade and Industry*, July 12, 1973, referred to an alternate sampling plan applicable to mattress ticking. The Consumer Product Safety Commission has now published an alternate sampling plan applicable to mattress pads; it will be known as Alternate Sampling Plan No. 2 to FF 4-74. (FR 3.8.73) **EDB ext. 455/456**

DECONGESTANT AEROSOLS: Following reports of deaths resulting from the use of decongestant aerosol sprays containing the solvent trichlorothene, the US Commissioner of Food and Drugs has proposed that all such products be subject to regulatory proceedings, which involves the submission of certain information by September 13. (FR 14.3.73) **CRE ext. 5397**

Chile

EXCHANGE RATES: The Chilean Central Bank has announced changes in exchange rates aimed at simplifying the system. The main changes are as follows:

The 'brokers' market has been abolished and its functions transferred to the 'bank' exchange market.

The number of exchange rates has consequently been reduced to six new 'bank' rates, ie Lists B, C, D, E, F and G as below:

List B: Escudos 25 per US dollar
List C: Escudos 45 per US dollar
List D: The new 'basic rate' Escudos 75 per US dollar
List E: Escudos 140 per US dollar
List F: Escudos 300 per US dollar
List G: Escudos 890 per US dollar.

Freight and insurance costs related to imports will be dealt with at the same rate as the commodity to which they refer.

Copies, in Spanish, of Central Bank Circulars 1928 and 1931, and an English summary of the types of transactions subject to each of the lists, are available upon request. **CRE ext. 5288**

Argentina

LAWS FOR ECONOMIC REFORM: The first two of the new economic laws (see *Trade and Industry*, July 19, 1973), both concerned with banking, were passed by Congress in August.

Ley 20520 deals with the nationalisation of bank deposits. Only the Argentine Central Bank will be able to receive bank deposits, and existing deposits in commercial banks and all other types of financial institution must be transferred to its control. Commercial banks and other financial institutions will act as agents of the Central Banks *vis-à-vis* depositors and clients. The Central Bank will decide where loans can be made and will fix interest rates for both loans and deposits. It will also pay a commission to banks for handling deposits on its behalf. Bank deposits will be guaranteed by the State. The Central Bank is empowered to issue regulations and appoint the day for the law to come into force. It is expected to be September 1, 1973.

Ley 20523 prohibits banks and other financial institutions from participating in the capital and direction of other financial institutions of a different type. Existing subsidiary organisations must be liquidated in a manner approved by the Central Bank. One requirement is that the staff and capital of the affiliated organisation must be absorbed completely by the parent organisation. **CRE ext. 5287**

Jamaica

IMPORT LICENSING—CHARCOAL: The Jamaican authorities issued notice No. 2864 of August 13 which states that an import licence is now required for Charcoal. **EDB ext. 7312/474/476**

Singapore Airlines have bought a £1 million flight simulator for training aircrew and operations personnel. The simulator, built by Redifon Flight Simulation Ltd. at Crawley, provides an exact working replica of the flight deck of the Boeing 707-312B aircraft, currently in service for SIA. Picture shows SIA personnel on the flight deck of the new simulator. Seated left is Captain Ken Toft. Seated right: Donnell Loong—SIA engineer. Nearest in flight engineer's seat: Flight Engineer P. Karunyam. This is SIA's first purchase of a simulator, training having been carried out previously by hiring time on simulators owned by other airlines. With the imminent introduction by SIA of Boeing 747B Jumbos, negotiations are now well under way for a second simulator from Redifon to train SIA staff for the larger aircraft.

New controls on exports of ferrous scrap

THERE is a scarcity of ferrous scrap in the international market and an increasing demand in the UK for those lower qualities of ferrous scrap which may at present be exported to member countries of the European Communities. It has, therefore, become necessary to exercise some further restraint on the volume of exports to the Communities. The existing restrictions on the export of all other qualities of ferrous scrap to any destination will be maintained.

With effect from October 1, 1973 the relevant Open General Licence dated April 18, 1973 will be revoked, and as from that date, ferrous scrap exports will only be allowed under the authority of individual licences, valid until December 31, 1973. It will be a condition of issue that not more than one-third of the licensed quantity may be exported in each of the first two months unless the monthly tonnage is less than an economic cargo. Shipments during September will be deducted in settling the amounts allocated by licence to individual exporters.

Allocations for exports of the limited supplies of compressed baled used steel scrap, loose used wrought scrap, turnings and borings which will be authorised to Community destinations only, will take account of applicants' exports of ferrous scrap to all destinations in the 12 months up to August 31, 1973. Applications for export licences should be addressed to the Department of Trade and Industry, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB to arrive not later than September 10, 1973. In support of these requests, applicants should provide a statement in the following form:

1. Name and address of applicant.
2. Record of tonnage of exports* of ferrous scrap by months for 12 months up to August 31, 1973 and estimates for September 1973.

To Community Countries (including the Irish Republic).	To Other countries

3. Details of UK ports of export showing, when known, total tonnage for each group of destinations.
4. Name and address of any person who shipped ferrous scrap as agent for applicant, together with details of tonnage and ports (specify whether or not these exports are included under 2 above).
5. Minimum tonnage for which a licence is requested. (As, in some cases, calculated individual allocations could be less than an economic shipment, applicants should specify the minimum tonnage which could be handled.)

Licence holders will be required to report each month the quantity of each type of scrap actually exported under the authority of individual licences, the port(s) of shipment and destination.

* Excluding shipbreaking scrap, which should be shown separately. Re-usable iron and steel products should not be included.

The text of the Revocation of Export Licence is as follows:

REVOCATION OF EXPORT LICENCE—IRON AND STEEL SCRAP

The Secretary of State in exercise of powers conferred by Article 10 of the Export of Goods (Control) Order 1970[a] and now vested in him[b], hereby revokes the Open General Export Licence relating to iron and steel scrap granted by the Secretary of State on April 18, 1973.

This Instrument shall come into operation on October 1, 1973.

B. M. Eyles
An Assistant Secretary
August 30, 1973. Department of Trade and Industry

(a) S.I. 1970/1288 (1970 III, p. 4270).
(b) S.I. 1970/1537 (1970 III, p. 5293).

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities*, as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as the requirements of the other Member States of the EEC are concerned, is available from Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Where relevant, inquirers are requested to specify the country and commodity of interest and, if possible, the Brussels Nomenclature tariff classification. Other information may be obtained from the reference points at the end of items.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Milk and milk products. Regulation (EEC) 2196/73 amending Regulation (EEC) 1108/68 as regards the detailed rules of application for public stocks of skimmed-milk powder (*Official Journal* L223, August 11, 1973)

Regulation (EEC) 2299/73 amending Regulation (EEC) 1519/72 as regards the undertakings which may process butter sold thereunder. (*Official Journal* L236, August 24, 1973)

Cereals and rice. Decision 73/252/EEC repealing the safeguard measures applicable to common wheat exported outside the Community. (*Official Journal* L227, August 15, 1973)

Regulation (EEC) 2210/73 adjusting the compensatory amounts and variable components applicable during the third quarter of 1973 on importation of goods covered by Regulation (EEC) 1059/69 and containing cereals or rice. (*Official Journal* L231, August 20, 1973)

Regulation (EEC) 2261/73 supplementing Regulation (EEC) 1604/71 on detailed rules for the application of an export levy on starches under Article 2 (2) of Regulation 371/67/EEC. (*Official Journal* L233, August 21, 1973)

Regulation (EEC) 2262/73 supplementing Regulation (EEC) 2182/73 laying down detailed rules for the application of export levies in the event of the cereals market being disturbed. (*Official Journal* L233, August 21, 1973)

Decision 73/255/EEC authorising France to apply special intervention measures for barley. (*Official Journal* L235, August 23, 1973)

Wines. Regulation (EEC) 2247/73 on the control of quality wines produced in specified regions. (*Official Journal* L230, August 18, 1973)

Oils, fats and oilseeds. Regulation (EEC) 2300/73 on detailed rules for applying the differential amounts for colza and rape seed and repealing Regulation (EEC) 1464/73 (*Official Journal* L236, August 24, 1973)

Cattle, beef and veal. Regulation (EEC) 2260/73 laying down the bases for calculating the levy on certain kinds of frozen beef and veal. (*Official Journal* L233, August 21, 1973)

Fish. Corrigendum to Regulation (EEC) 645/73 determining landing areas for fishery products which are very distant from the main centres of consumption in the Community and fixing the withdrawal prices, referred to in Article 10 (4) of Regulation (EEC) 2142/70, which are to be applied in those areas. (*Official Journal* L223, August 11, 1973)

Corrigendum to Regulation (EEC) 1462/73 concerning requests for aid to the EAGGF, Guidance Section, for conversion of the cod-fishing sector. (*Official Journal* L223, August 11, 1973)

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulation and notices reimposing the Common Customs Tariff Duties on certain of these products have been published in the *Official Journal of the European Communities:*

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. no.
Notices				
46.03	Basketwork, wickerwork and other articles of plaiting materials, made directly to shape; articles made up from goods falling within heading No. 46.01 or 46.02; articles of loofah	Yugoslavia	August 15, 1973	2761/72
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes of porcelain or china (including biscuit porcelain and parian)	Macao	August 15, 1973	2761/72
55.09	Other woven fabrics of cotton:	Arab Republic of Egypt	August 15, 1973	2763/72
	A. Containing 85% or more by weight of cotton:			
	II. Other: Unbleached, of a width of: 85 cm to 115 cm			
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material: Other	South Korea	August 15, 1973	2765/72
		(*Official Journal* C66, August 15, 1973)		
Regulation (EEC) 2263/73				
68.12	Articles of asbestos-cement, of cellulose fibre-cement or the like	Yugoslavia	August 24, 1973	2762/72
		(*Official Journal* L233, August 21, 1973)		

RIGHT OF ESTABLISHMENT. INSURANCE: The *Official Journal of the European Communities* L228, August 16, 1973, contains the text of the following:

Directive 73/239/EEC on the co-ordination of laws, Regulations and administrative provisions relating to the taking-up and pursuit of the business of direct insurance other than life assurance.

Directive 73/240/EEC abolishing restrictions on freedom of establishment in the business of direct insurance other than life assurance.

Further information: Department of Trade and Industry, Insurance Division, Sanctuary Buildings, Great Smith Street, London SW1P 3DB (tel. 01-222 7877, ext. 5802).

HARMONISATION OF LEGISLATION: The *Official Journal of European Communities* L228, August 16, 1973 contains the text of Directive 73/241/EEC on the approximation of the laws of the Member States relating to cocoa and chocolate products intended for human consumption.

COMMON COMMERCIAL POLICY: The *Official Journal of the European Communities* C65, August 7, 1973 contains a corrigendum to the present version of the Annex to Regulation (EEC) 109/70 establishing common rules for imports from state-trading countries, published in the *Official Journal* C53 dated July 7, 1973.

EUROPEAN COAL AND STEEL COMMUNITY: The *Official Journal of the European Communities* No. L 229 dated August 17, 1973 contains the text of Decision No. 2237/73 (ECSC) amending High Authority Decision No. 22-66 of November 16, 1966 by raising the levels above which investment programmes in the coal and steel sectors must be notified to the Commission.

Further information: Department of Trade and Industry Thames House South, Millbank, London SW1P 4QJ (Tel: 01-222 7000, exts. 2037 (for steel sector), 1264 (for coal sector).)

Harmonisation of legislation: gas meters

THE *Official Journal of the European Communities* No C64 dated August 6, 1973 contains the text of a Communication from the Commission of the European Communities in application of Annex 1 para. 5 of Directive No. 71/316/EEC on the approximation of the laws of Member States' relating to common provisions for both measuring instruments and methods of metrological control. The Communication concerns EEC pattern approvals granted for bellows-type gas meters.

Further information: Department of Trade and Industry, Gas Standards, Government Buildings, Saffron Road, Wigston, Leicester LE8 2US, tel. Wigston 5354.

Tenders invited for travel agency

THE *Official Journal of the European Communities* C 66, August 15, 1973 contains the text of an invitation to tender for the operation of a travel office at the headquarters of the Commission of the European Communities in Brussels as follows:

At present the Commission of the European Communities entrusts a travel agency with the task of issuing tickets and providing auxiliary services (hotels, etc) for officials and other staff travelling on missions. However, in consequence of the enlargement of the Community, the Commission plans to conclude a new contract for the provision of these services with effect from July 1, 1974.

Turnover on tickets (excluding auxiliary services) may be estimated at approximately Bfrs 50 million per annum, and this does not include any private bookings by officials and other staff or by the public.

The special conditions of contract set forth below specify the terms governing the services to be provided. Attention is further drawn to the need to comply with the Belgian Law of April 21, 1965 and with the Royal Decree of June 30, 1966 on the regulations governing travel agencies.

The agency appointed to run the CEC travel office in Brussels will be required to possess, from July 1, 1974, the necessary authorisations from IATA and the main railway and shipping companies for the issue of any ticket on the premises made available to it at the Commission's headquarters in Brussels.

Agencies which have their head office in one of the Member States of the European Communities are invited to send tenders to the following address:

Directorate-General for Personnel and Administration Commission of the European Communities—IX-A-5
Berlaymont building
200 rue de la Loi
1040 Brussels

Tenderers may choose whether to send their tenders by post or deliver them by hand to the secretariat of the abovementioned Directorate-General; it is preferable, however, to send them by post, and in that case they must be under registered cover. Tenders must be lodged not later than 15 September 1973 (not after 5 p.m. in the case of tenders delivered by hand). The postmark, or a receipt dated and signed by the official of the abovementioned Directorate-General who receives the tender, constitutes proof of delivery.

Tenders should be placed inside two closed envelopes. The inner envelope should bear, in addition to the address of the recipient department as stated in the invitation to tender, the following words:

Invitation to tender No. 597/B. Firm . . .
Not to be opened by the mail department

The use of self-sealing envelopes which may be opened and resealed without leaving marks is prohibited.

In addition to the location of the head office the tender should state, accurately and in detail, all relevant information regarding the firm submitting the tender, and in particular the form and date of its establishment, the nature of its activities, its tangible assets, the number of its employees and their qualifications (separate figures for Brussels and, if applicable, elsewhere), its network of agencies and representatives inside and outside Europe, and authorisations already obtained from the IATA and from railway and shipping companies for issuing tickets. References may be given. Tenders must also explicitly indicate acceptance of the various provisions of the attached special conditions of contract, and also state details and terms of any other services which may be proposed. Further information may be obtained from the above address.

The Commission reserves the right to negotiate with the firm of its choice.

Inquiries about the conditions referred to in the third paragraph should be addressed to the Department of Trade and Industry, Tourism Branch, Room 1933 Millbank Tower, Millbank, London SW1P 4QU (tel: 01-834 2255, extns. 75 or 377).

Stronger international action urged against hijacking

MR. Michael Heseltine, Minister for Aerospace and Shipping, has called on the international community to outlaw all acts of violence against civil aviation. Speaking on August 25 on the departure of the UK delegation to the international meeting in Rome, convened by the International Civil Aviation Organisation, to consider new and more effective ways of dealing with hijackers and saboteurs, Mr. Heseltine said:

'The British delegation must spare no effort to get an effective solution. The objective of the British Government at this meeting is to gain wide international acceptance for measures that will ensure that hijackers and saboteurs will find no refuge or bolthole. To do this we must create the right international climate. It is not enough for a few states to act in isolation in this field. Such action could be easily evaded, ineffective, and possibly more damaging to those who act than to those against whom it was directed. The majority of the international community must act in concert if this scourge is to be eliminated.

'There is no way within the framework of international law to impose the condition of a treaty on states that are not parties to it. We must create the climate in which world opinion will put pressure on states that are reluctant—for whatever reason—to do their international duty. We must create the climate internationally which will ease the task of responsible governments in leading public opinion in their own countries to see the need for action. And we must create the climate which will ensure that effective action will be taken against any state that defaults on the obligations it undertakes.

'Public opinion in this country will not tolerate inaction in the face of the recurring threats of hijacking and sabotage and our delegates to the meeting in Rome are carrying that message with them. The United Kingdom has throughout fought persistently and hard to devise a formula that will be both widely acceptable and effective. We believe that we now have the framework for a solution.

'The British proposal, which will be before the Rome meeting and which is co-sponsored by the Swiss, provides for the International Civil Aviation Organisation to take an active part in dealing with hijacking and other offences. States which accept the Hague Convention (against hijacking) and the Montreal Convention (against sabotage) would bind themselves to accept the jurisdiction of the Council of the International Civil Aviation Organisation in these matters. And our proposal would further strengthen the powers of the Council, so that it could require states that are partners to deny access to their airspace to aircraft of any state defaulting on its obligations.

'To succeed, our proposal will have to have the backing of two-thirds of the 128 member states of the International Civil Aviation Organisation. This will ensure that it has the wide acceptance necessary to make it effective, but will delay its coming into force. We shall be seeking ways in Rome to bridge this gap, without sacrificing our main objective.

'There will be other proposals tabled, but in our view none of them goes far enough. Our proposal provides for the international body to take positive action against defaulters.

'But I do not believe that differences of approach need necessarily reflect a fundamental difference in objective. Many states are now convinced, as we are, that it is intolerable to allow the present situation to continue. The Conference must be made to succeed, and if other delegations have instructions like ours it will do so.'

Impression of Hawker Siddeley's versatile new short-haul turbofan airliner which, it is reported, will be quieter than today's propeller-driven aircraft. The HS 146 will make comfortable, low-cost jet travel available to communities not previously served by jet aircraft. With its capability of operating from short semi-prepared airstrips it can also provide services linking remote townships to major population centres.

Aerospace Minister announces Government investment in HS 146

MR. Michael Heseltine, Minister for Aerospace and Shipping, announced on August 29 that the Government is to invest under the provisions of the Civil Aviation Act 1949 in the launching of the Hawker-Siddeley HS 146 airliner.

The HS 146 will be a feeder line aircraft seating 70-100 passengers and having a range of up to 1,200 miles. It will be designed with emphasis on good field performance both on take-off and landing; on low operating costs; on simplicity of systems and ease of maintenance; and on versatility, particularly in mixed passenger/freight operation. The aircraft will be powered by four Avco Lycoming ALF502 engines. It will measure up to any foreseeable environmental regulations on noise or pollution during its lifetime. The HS 146 is intended to come into operation in 1977.

Describing the terms of the Government's investment Mr. Heseltine said 'Under a contract signed recently the Government will invest in the project £40 million at January 1972 prices. This sum will be adjusted in accordance with movements in the general price level and is roughly equivalent to £46 million at current prices. It represents about half the estimated non-recurring costs of the project. I should like to make clear that this is not launching aid as it has been known in the past. It is an arrangement for full risk-sharing investment.

'The Government's investment will be recoverable by a levy on sales. The recovery terms broadly reflect the respective contributions of the two parties to the agreement and I believe that they strike a

fair balance between the interests of the company's shareholders and those of the tax-payer. The Government has the prospect of recovering its investment at a discounted cash flow return of 10 per cent in real terms. Should the cost of developing the aircraft turn out to be higher than forecast—and Hawker-Siddeley's record gives no ground for concern on this score—the company will bear full responsibility for any cost overruns not attributable to movements in the general price level. I am satisfied that the Hawker-Siddeley Group has the financial resources to undertake the project on these terms.'

Excellent prospects

Commenting on the new aircraft, Mr. Heseltine said 'I am convinced that the HS 146 has excellent prospects of success both technically and commercially. It is for this reason, first and foremost, that the Government has decided to invest in the project. The company's willingness to commit a very substantial sum of private capital to the project gives me an added reason for confidence. I also believe that the HS 146, which is the first major new aircraft launched in this country for more than a decade, will be of great benefit to the British aircraft industry as a whole, and will help to ensure that it can make its rightful contribution to the establishment in Europe of a profitable aircraft industry which can compete or co-operate on equal terms with any other in the world.' Mr. Heseltine added that we had been in touch with the European Commission and our European partners about our intentions.

Increases in domestic air fares

THE Civil Aviation Authority has approved certain increases from November 1, 1973 in domestic air fares involving over 600 routes operated by 15 airlines.

In the case of major trunk routes (London-Belfast, London-Edinburgh, London-Glasgow and London-Prestwick, and on certain other routes to and from Belfast, Edinburgh, Glasgow and Prestwick) these increases are of the order of 4 per cent. In the case of other routes the Authority has approved a range of variations averaging an increase of the order of 7.5 per cent.

The Prices Code

In deciding on these increases the Authority was required to perform a dual function:

(i) under the Civil Aviation Act 1971 of determining the need for the fare increases applied for and of taking account of the Government's Policy Guidance; and
(ii) under Counter-Inflation legislation of having regard to the Price and Pay Code, which overrides the Policy Guidance.

The Authority was faced with the fact that the domestic airlines forecast an overall loss on their operations in the current year of £4,724,000. Even if given the full fare increase for which they asked, this would still have been £3,729,000. The Prices Code, however, distinguishes between the treatment of privately owned and nationalised industries which are making losses. The former are allowed to increase their prices to the point at which their loss is offset. Nationalised industries, on the other hand, are only permitted by the code to do so, in the absence of sufficient allowable cost increases, to the level which holds their loss at the same level as in the previous year.

The problem for the Authority was that the domestic airline industry consists of 16 privately owned airlines and two state corporations, and has always operated on the basis of a common tariff applicable to all. The airlines wish to maintain a common tariff; and the Authority believes that it is in the interests of the industry to do this. Since 'allowable cost increases' since September 30, 1972 (the date laid down by the Code) would not by themselves support the fare increases sought, the Authority was bound to determine the matter on the loss provision of the Code (paras. 49 and 75). It therefore granted only such an increase as the Code permits to a nationalised industry making a loss, and in order to preserve a common tariff applied this both to BEA and the privately owned companies.

The Authority's decision

The Authority has secured that BEA should not receive any more additional revenue than would hold its deficit on its domestic services at its present level. It has reduced by 15p each the proposed increases on certain trunk routes which are operated by BEA and others, and applied the reduced increase to all operations on these routes. As a result increases averaging about 4 per cent are allowed on the domestic trunk routes and 7.5 per cent on other routes. These increases will mean that most of the domestic operations of most British airlines will continue to operate at a loss.

Price Commission decisions

REJECTIONS

THE Price Commission have considered the following applications by companies to change their prices. They have rejected:

CAV Ltd. (a subsidiary of Joseph Lucas (Industries) Ltd.). An application for price increases of between 20 per cent and 40 per cent for inline pumps and associated equipment under the loss making provisions of the Price and Pay Code. The Commission were not satisfied that the company could for the purposes of the Code separate an enterprise for loss-making purposes within a larger unit which had been chosen by the company for profit margin reference level purposes.

Readymix Drypack Ltd. (a subsidiary of Ready Mixed Concrete). An application under the loss provision of paragraph 49 of the Code for an increase in the prices of Drypacked Concrete materials was refused because the company had not substantiated its claim to be treated as a separate enterprise for the purpose of the paragraph.

APPROVALS

The Commission have allowed the following:

Chrysler United Kingdom Ltd. An increase averaging 5.11 per cent over the range of passenger and commercial vehicles produced by Chrysler, effective immediately. This increase is based on the higher costs of labour and materials which have occurred since November 1972.

The company will also adjust the prices of their passenger cars to take account of improvements in specification in their 1974 range. This will result in a further increase averaging 1.08 per cent but, like the price increase, this increase takes account of allowable costs only.

The Hamlyn Publishing Group Ltd. An average increase of 4.358 per cent which will be reflected in immediate price increases ranging from 5p to 95p on 65 book titles and four styles of art prints and, with effect from September 1, 1973, increases ranging from 5p to 15p on Cookery Card Club packs. The increases are due mainly to the higher costs of materials.

Mineral waters and squashes manufactured by Schweppes Ltd.: increases averaging about 2.2 per cent over the range of products. They are due mainly to higher costs of sugar and imported fruit juices and of labour.

Packaged cake manufactured by Lyons Bakery Ltd.: increases averaging 7.0 per cent over the range; Flour confectionery manufactured by **Park Cake Bakeries Ltd.:** increases averaging 11.7 per cent. The reason for these increases is the higher cost of flour, sugar and other raw materials.

Tinned savoury and dessert products for the retail and catering trades manufactured by H. J. Heinz Co. Ltd.: increases averaging about 2.6 per cent. The main reason for the increase is the higher cost of tomato paste, beef and rice.

'Hartley' brand seasonal canned fruit and vegetables, and cocoa-based drinks manufactured by Cadbury Schweppes Foods Ltd.: increases averaging respectively about 6.0 per cent and 6.6 per cent. These are due to the higher cost of fresh fruit and vegetables, cocoa and sugar and of labour.

(continued on next page)

Margarines, compounds and oils and fats manufactured by Craigmillar for supply to the catering and bakery trades: increases averaging £30 per ton, due to the higher cost of imported crude edible oils.

Milk products: a number of related products have been increased in price because of the higher cost of milk for manufacturing, sugar and other raw materials. **Express Dairy Foods Ltd.,** increases of between 6p and 8p per gallon on skimmed milk concentrates. **Cadbury Schweppes Foods Ltd.,** increases on 'Marvel' instant milk powder for sale to retailers of 28p or 47p per dozen tins depending on size, and for sale to the catering trade of £4.85 per cwt. **Northern Foods Group,** increases of 4.1p per dozen pots of yoghurt and £1.8 per cwt on sweetened condensed milk. **Milk Marketing Board,** increases ranging between 3.3p and 5.6p per dozen pots of yoghurt; and 9.9p per gallon on skim whey concentrate. **Unigate Foods Ltd.,** increases equivalent to 2.7p per gallon on average over a range of products including yoghurts, skimmed milk concentrates, and 'Miracle' instant milk powder, on the latter the increase is 28p per dozen containers to retailers and £4.53 per cwt for the catering trade. **Unigate Foods** are also increasing prices of bakers' prepared materials by an average of £1.2 per cwt.

Animal feedingstuffs: increases averaging £5.16 per ton for **J. Bibby Agriculture Ltd.:** £8.50 per ton in Northern Ireland and £5 per ton in Great Britain for **BOCM Silcock Ltd.:** £7.87 per ton for **Nitrovit Ltd.** The reasons for the increases are the higher costs of imported and home produced raw materials.

Trust Houses Forte Airport Services Ltd.: increases averaging about 3.1 per cent in their UK terminal catering facilities (excluding Jersey and the Isle of Man) and in their UK In-Flight catering services. These increases are due mainly to higher costs of labour, including recent wage awards, and food. The increases will take effect progressively over the next month.

Price Commission: statistics of applications received and dealt with up to August 24

FROM the beginning of Stage 2 up to August 24, the Price Commission received 776 applications for price increases from 136 pre-notifying concerns. The Commission has dealt with 526 cases of which 29 were rejected outright while a further 157 were withdrawn after scrutiny by the Commission. Applications which were approved in a reduced form number 160 so that one-third of these applications dealt with (180 cases) were approved in full. The number of applications outstanding on August 24 was 250.

Most of the approvals were given on the basis of the 'allowable costs' provisions of the Price and Pay Code, five on the grounds of ensuring investment by the company concerned and 22 where an enterprise was making a loss and was allowed to increase its prices in order only to cover its costs. Of the 340 applications approved in full or in part 147 were from the food sector and 193 from other sectors.

By August 24 the Price Commission's regional centres and headquarters Information Centre had received 38,052 telephone inquiries and 7,218 written inquiries about the terms of the Price Code and about certain price increases. Of these 17,559 consisted of inquiries from industry and the public about prices charged and in some 537 cases a price reduction was voluntarily effected.

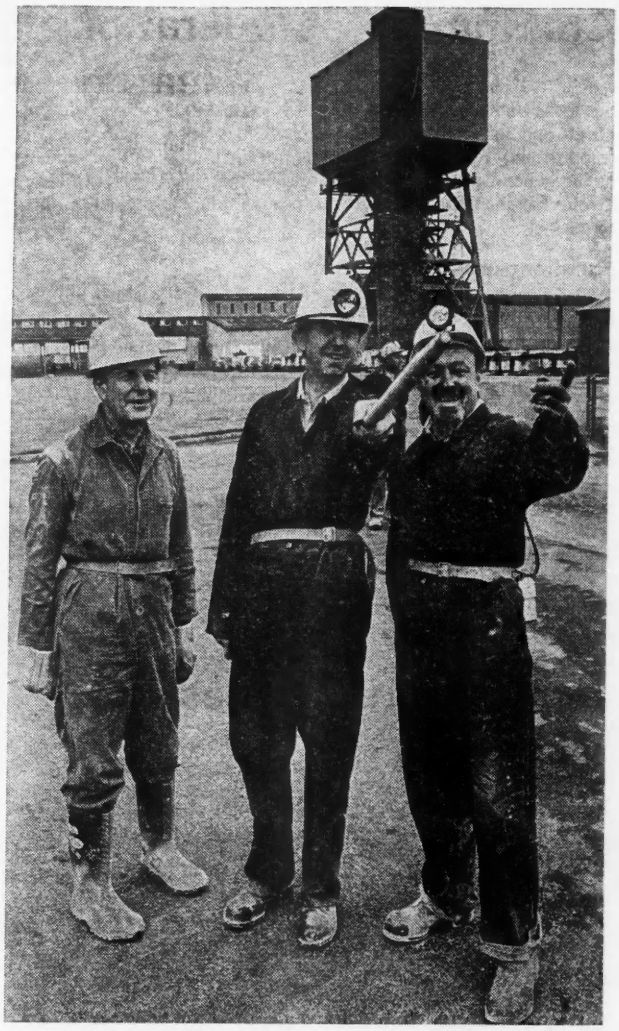
Price code: obligations upon professional organisations

THE fees and charges of professional organisations fall within the scope of the Price Code and the Price Commission have written to a number of such bodies to remind them of the requirements of the Code.

The Price Code states that scales or rates of charges in use in a profession under the aegis of a professional organisation must (with certain exceptions), be treated as maxima and may not be increased without the agreement of the Price Commission. Whether or not scales or rates of general application are in use in a particular profession, persons providing professional services may not increase their charges except to reflect increases in allowable costs. The limitation on net profit margins (viz. that they must not exceed the net profit reference level) applies to the profits of firms or individuals providing professional services irrespective of the method by which fees are determined.

In addition, providers of professional services with sales exceeding £100,000 are required either to submit returns to the Commission or to keep certain records about their charges and costs and profits.

The professional bodies to which the Commission have written cover professions such as medicine, law, accountancy, architects, surveyors, estate agents, pharmacists etc.



Mr. Peter Walker, Secretary of State for Trade and Industry, makes a point with a traditional deputy's stick after a visit underground at Kellingley Colliery—the Yorkshire coalfield's showpiece. His companions are Mr. Derek Ezra, chairman of the National Coal Board (left), and Mr. Arthur Hawkins, chairman of the Central Electricity Generating Board.

Conversion of Padiham 'B' power station

MR. PETER WALKER, Secretary of State for Trade and Industry, has given his consent, on environmental and operational grounds, to the conversion of Padiham 'B' power station to oil firing.

The boilers of this 11 year old station are equipped with furnaces of an unusual design and the CEGB has been unable to obtain satisfactory performance from these on any coals currently available from the NCB. Continual trouble has been experienced from excessive dust and grit emission and the plant has frequently had to be taken off load to enable solidified ash deposits to be cleared.

After exhaustive search the NCB has concluded that there is no coal available in the UK which would enable these problems to be overcome: it therefore did not oppose the CEGB's conversion proposals.

Community co-operation on mine safety research

FURTHER co-operation is envisaged between Britain and her European Community partners on the subject of mine safety research. For some years the DTI Safety in Mines Research Establishment at Sheffield has had observers on a few of the Community's working parties, but now expects to play a much more active part.

International co-operation is no new thing for SMRE, states the Establishment's fifty-first annual report, *Safety in Mines Research* (HMSO, 68p). 'It is to be expected, says Dr. C. A. A. Wass, Director of SMRE, that the future pattern of the European Community's development in the mining sector will be particularly affected by Britain's entry, since the output of our mining industry is currently comparable to the total output of all the other Community countries put together.

Although the numbers of men and of mines in the British coal-mining industry have shrunk very considerably in recent years, Dr. Wass goes on, and although the accident rate continues its general downward trend, there seems to be no sign of any drying-up of the stream of opportunities for applying research to improve safety still further.

Fight against pneumoconiosis

An interesting addition to SMRE's research programme is the development of a 'space-helmet' dust respirator (see photograph) as part of the fight against pneumoconiosis. Air-fed hoods are often used by fettling and shot-blasting operatives; the air is supplied through a hose, which limits the movements of the operative. Such limitations would be unacceptable in most mining situations, so SMRE is working on a 'space-helmet' with a small fan mounted at the back. The fan, which is operated by power from the miner's cap-lamp battery, blows air (which may be very dusty) through a filter set in the top of the helmet, and the filtered air passed down over the wearer's face. The results so far are encouraging, but further work is needed to reduce the weight of the helmet and the noise of the fan.

The Establishment has facilities that can help solve problems in many situations outside mining, and recent work has included a number of projects undertaken for other industries such as energy-absorption tests on engineering components, development of instruments for detecting a variety of toxic and flammable gases, a study of the suppression of explosions in pulverised-fuel ducts and an application of triggered barriers to the control of explosions in gas venting stacks.

Applications for investment grant

THE Department of Trade and Industry has accepted since July 1, 1973 applications for investment grant in respect of capital expenditure incurred in the period January 1, to March 31, 1973. Such applications have been payable from July 1, 1973.

The Department now announces that applications in respect of the following quarter April 1, to June 30, 1973 will be accepted from October 1, 1973 and that payment on such applications, after approval, will begin from that date.

Investment grant is payable on expenditure incurred after October 26, 1970 only where it arises under a contract entered into by that date. Applications should be made to the Department on the appropriate form, accompanied by form IG/32 (or form IG/33 for ships) and relevant evidence of contract.

The Department reminds applicants that, by virtue of the Investment Grants Termination (No. 2) Order 1972 and of the Direction made under it on April 2, 1973 no investment grant will be made in respect of expenditure incurred in the period April 1, 1971 to March 31, 1972 unless application on the appropriate form and accompanied by any relevant documents including a report by an independent accountant is made to the Department of Trade and Industry before October 1, 1973. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and report on it and for the documents to be received by one of the Grants Offices not later than September 30, 1973.

By virtue of the Investment Grants Termination (No. 3) Order 1973 and the Direction made under it on April 2, 1973 applications relating to expenditure incurred during the following periods should be made by the dates specified:

Expenditure incurred	Date before which application must be made
April 1, 1972-June 30, 1972	January 1, 1974
July 1, 1972-September 30, 1972	April 1, 1974
October 1, 1972-December 31, 1972	July 1, 1974
January 1, 1973-March 31, 1973	October 1, 1974

Firms contemplating applying for investment grant towards expenditure incurred on the production of prototypes must also comply with all these requirements.

Regional development grants will not be paid on expenditure towards which an investment grant has been made. However, application for a regional development grant may be made towards capital expenditure on new machinery or plant in development areas defrayed after March 21, 1972 on which application for investment grant is not being made, even though the expenditure relates to an asset towards some expenditure on which an investment grant has been made, provided the asset was not delivered or completed before March 22, 1972.

Guidance on the preparation of forms may be obtained from the

(continued on next page)

N.E.L.D.C.++++
TOMORROWS INDUSTRY CHOOSES THE NORTH EAST LANCASHIRE INTERMEDIATE DEVELOPMENT AREA FOR ITS EXPANSION++ A WIDE RANGE OF FIRMS WITH HIGHLY TECHNICAL PROCESSES HAVE ALREADY SUCCESSFULLY ESTABLISHED THEMSELVES IN THE AREA++++
IF YOU ARE A TOMORROWS FIRM AND WISH TO LEARN SOMETHING TO YOUR ADVANTAGE,CONTACT: ++ BOB CHILDES, INDUSTRIAL DEVELOPMENT OFFICER, NORTH EAST LANCASHIRE DEVELOPMENT COMMITTEE, TOWN HALL, PADIHAM, LANCASHIRE++++ TELEPHONE PADIHAM 71557/73005.++++++
N.E.L.D.C.++++ N.E.L.D.C++++ N.E.L.D.C.++++

APPLICATIONS FOR INVESTMENT GRANT
continued

appropriate Office. The addresses of the Offices are: Department of Trade and Industry, Regional Development Grants Office,

Queensway House
West Precinct, Town Centre,
Billingham,
Teesside TS23 2NF
Tel. (0642) 553671
Telex 58608

24/26 Newport Road,
Cardiff CF2 1SY
Tel. (0222) 42611
Telex 49538

St. Peter's House,
Stanley Precinct,
Bootle, Lancs. L20 3LZ
Tel. 051-922 4030
Telex 627162

Magnet House,
Waterloo Street,
Glasgow C2 7BT
Tel. 041-221 9833
Telex 77611

and
Department of Trade and Industry
Investment Grants Office
Colman House,
Victoria Avenue,
Southend-on-Sea SS2 6DU.
Tel. (0702) 41341 and 41362
Telex 99288

Companies registered for VAT purposes as groups

COMPANIES registered as groups were required under the VAT (General) Regulations, 1972 to provide certain figures on Form VAT 101 with each quarterly tax return for Customs and Excise statistical information.

VAT Bulletin 9 points out that, after consultation with the Confederation of British Industry, these requirements have been considerably modified. The information on VAT 101 is now to be presented annually, and is to be based on the turnover figures (to the nearest £1,000) which a company is already required to furnish under the Companies Act 1967, plus certain information about annual purchases.

The VAT 101 need not be completed if the total turnover in the group is less than £1 million nor if all companies within the group are in the same trade classification nor for any company within the group registration whose turnover is less than £250,000.

Form VAT 101 will be issued to companies registered as groups annually in May, starting in May 1974.

Another item in the *Bulletin* refers to the difficulties some registered traders have experienced in obtaining properly prepared tax invoices from their suppliers.

Registered persons are reminded that there is a specific legal requirement for them to issue a tax invoice for each taxable supply (other than a zero-rated supply) made to another taxable person.

There is information about the particulars required in an invoice (the *Bulletin* also carries a separate article about invoices issued by retailers for amounts over £10) and a reminder that if a registered supplier fails to provide a proper invoice on request to a registered customer, he may be liable to proceedings.

British company provides for North Sea oil industry

A WHOLLY British company, the first in the field, has been formed to provide specialised technical services, equipment and personnel for the North Sea oil industry.

The company, Exploration and Production Services (North Sea) Ltd., 140 Piccadilly, London, approached DTI for assistance in the early stages of its formation and the Department's Offshore Supplies Office put it in touch with a source of finance.

Exploration and Production Services provides services for well-testing and wireline operations together with other technical production services. Operation bases are being established in Aberdeen and Great Yarmouth.

Giant US computer equipment manufacture to open in South Wales

WITH the backing of substantial interest relief grant by the DTI Office in Wales, Control Data Ltd. has completed negotiations to acquire the former RCA Magnetic Products factory at Brynmawr, South Wales. The company is a subsidiary of Control Data Corporation of the United States which is among the world's largest suppliers of ancillary and peripheral equipment for data processing systems.

The Brynmawr project is intended to meet the needs of the European market for the company's existing range of disc-packs and to be the centre for the development of new memory devices for world-wide distribution by Control Data Corporation. The earlier stages of the project will require a work force (mostly male) of about 300.

Brynmawr is near Ebbw Vale and the new project is an encouragement to the task forces set up in South Wales in December 1972 to consider alternative employment following the decision to retract the steel industry in the area.

Fifth advanced factory in Rhondda

The Welsh Industrial Estates Corporation has announced that a contract has been placed for the construction of a 25 000 sq. ft. advance factory at Treherbert Rhondda South Wales. It will be the fifth advance factory to be constructed in the Rhondda area and the second at Treherbert. The other four advance factories are already occupied. The new factory is scheduled for completion in May 1974.

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointments:

Mr. E. Dunnett to be a part-time member of the North Western Electricity Board.

Mr. W. Hanlon to be a part-time member of the North Eastern Electricity Board.

Mrs. A. M. Beaumont to be a member of the London Electricity Consultative Council.

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Industrial and commercial property

Mr. Tom Buyers, Director of the Scottish Petroleum Office, Department of Trade and Industry, making his first public speaking engagement since taking up post, at the one-day Conference on 'Joint Ventures and Licensing Agreements' organised by the North East Scotland Development Authority (NESDA) at Aberdeen University on August 22. Mr. Buyers explained the organisation and objectives of the Scottish Petroleum Office: to stimulate and aid the further involvement of UK firms and use of UK products, in the offshore oil and gas exploration and production industry.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

(1) House of Fraser Ltd. and Army and Navy Stores Ltd.
(2) The Prudential Assurance Co. Ltd. and Edgar Investments Ltd.
(3) Acquisition by Bankers Trust International Ltd. of Shipton Automation Ltd. for subsequent sale to Sound Diffusion Ltd.

CAA decisions on 'Cannonball' applications

THE Civil Aviation Authority has announced its decisions on various route licence applications submitted by British Caledonian Airways (known as the 'Cannonball' applications) and by British Overseas Airways Corporation. These applications were the subject of a public hearing under the chairmanship of Lord Boyd-Carpenter, Chairman of the Civil Aviation Authority.

BCAL

The Civil Aviation Authority has licensed British Caledonian Airways to operate services:

(i) from January 1, 1974, three times weekly between London, Bahrain and Singapore.
(ii) from April 1, 1974, between London, Boston, Atlanta and Houston and
(iii) from April 1, 1974, between London and Toronto with an optional stop at Prestwick.

BCAL's application for licences on the route to Australia via the Seychelles and to Vancouver as an extension of their London/Toronto route was refused.

BOAC

The Authority has licensed British Overseas Airways Corporation to add, from November 1, 1973, Winnipeg, Edmonton, Calgary and Vancouver to their UK-Canadian route; BOAC will be required to provide a service to these points not later than November 1975 or lose these rights. The Authority has refused a licence to restore traffic rights to various points in Africa.

Loganair refused Edinburgh-Inverness route licence

THE Civil Aviation Authority has refused an application by Loganair Ltd. for amendment to its route licence to permit a direct Edinburgh-Inverness scheduled air service. The Authority has also refused to delete Edinburgh-Inverness traffic rights from BEA's licence under which the two cities are served via Glasgow.

Licensing of air travel organisers

THE Civil Aviation Authority has to date licensed 456 air travel organisers. Of the total of 577 applications received so far, 44 have been withdrawn by the applicants and 28 refused by the Authority. Forty-nine are still outstanding: in most of these cases the Authority is awaiting further information from the applicants.

Of the licences issued 76 covered the organisation of advance booking charters, 321 the organisation of inclusive tours and 139 the organisation of other forms of air travel. Seventy-four covered brokerage on behalf of an air operator.

Of the 28 refusals, four applicants were refused on grounds of both fitness and finance, four on fitness alone and 20 on finance alone. All the rejections on grounds of fitness were either for organising illegal affinity flights or for placing passengers on inclusive tour charters for travel only.

Most of the relatively high number of withdrawals were due to a misunderstanding of the regulations by applicants who subsequently discovered they did not need the licence for which they applied. In a minority of cases applicants withdrew to avoid having their applications refused on financial grounds.

Planning general aviation aerodromes in South East England

PLANNING the future structure of general aviation aerodromes in the South East of England will depend on the results of a survey to be conducted by the Civil Aviation Authority. The main part of the survey will take the form of a questionnaire which will be posted during the first week of September to about 1,400 registered owners of light aircraft and helicopters in the United Kingdom. In addition the Authority will later undertake a smaller-scale survey of a sample of club members, and a limited in-flight survey of passengers travelling by air taxi and private charter.

The survey is being undertaken in association with the Standing Conference on London and South East Regional Planning, who will contribute information on the planning aspects of the work.

Coastguard rescue operations 20 per cent up in 1972-73

IN the year April 1972 to March 1973 there was an increase over the previous year of nearly 1,000 rescue operations carried out by HM Coastguard. A record 4,460 rescue operations were handled, against 3,518 in 1971-72—an increase of 20 per cent. The number of persons assisted or rescued was 4,109 but 198 people lost their lives. The figures are given in the annual report on the Coastguard service. Commenting on the year's work, Chief Inspector John Douglas says: 'The Coastguard service generally has developed a great deal more expertise in handling incidents. One of the important factors is the questioning of a first informant to establish, for example, whether the light or flare they believe they had seen at sea was a genuine distress signal. Unfortunately there have been too many examples of persons firing flares to attract attention when they are not in distress.'

Progress in fitting Coastguard stations with radio and rescue equipment had continued. Efficiency of patrols and searches had been much improved with the provision of additional radios. Patrol activity included weekly inspection of the coastline for pollution.

Public inquiry into the stranding of mfv 'Ross Tern'

THE Department of Trade and Industry has ordered a public formal investigation under Section 466 of the Merchant Shipping Act 1894 into the stranding, on February 9, 1973, on Swona Island in the Pentland Firth, of mfv *Ross Tern*.

A further announcement concerning the date and place of the inquiry will be made in due course.

Mr. Peter Walker, Secretary of State for Trade and Industry, carried out the opening ceremony of the 15th World Congress of Master Tailors in London on August 29. Here, Mr Walker (left) is seen at Grosvenor House with Mr. Bernard Wetherall; Mr. Angus Cundey, President of the Federation of Merchant Tailors; and Mr. Paul Vauclair, President of the World Federation of Master Tailors.

Mr. J. J. Robson, (second left), Secretary to the Environment in the Hong Kong Government, with Mr. Peter Walker (third from left), Secretary of State for Trade and Industry, during a visit to Redman Heenan Froude Ltd., Worcester. Hong Kong is expected shortly to place a contract worth nearly £5 million for a large-scale continuous municipal incinerator and Mr. Robson was on a three-day visit to Britain to appraise developments in municipal incineration. Also in the picture are Dr. Harry Fuchs (left) managing director RHF, and Mr. Angus Murray, director RHF.

Publication of annual report and accounts of the National Film Finance Corporation

THE annual report and statement of accounts of the National Film Finance Corporation, for the year ended March 31, 1973, has been published by Her Majesty's Stationery Office. Submitted to Mr. Peter Walker, Secretary of State for Trade and Industry, the NFFC document has been presented to Parliament.

Reviewing the change of policy in making new loans to producers only through the National Film Finance Consortium; results for the year; loans approved, advanced and repaid; financial summary since 1950; and the position of Shepperton Studios, the report and accounts is obtainable from HMSO, price 13½p.

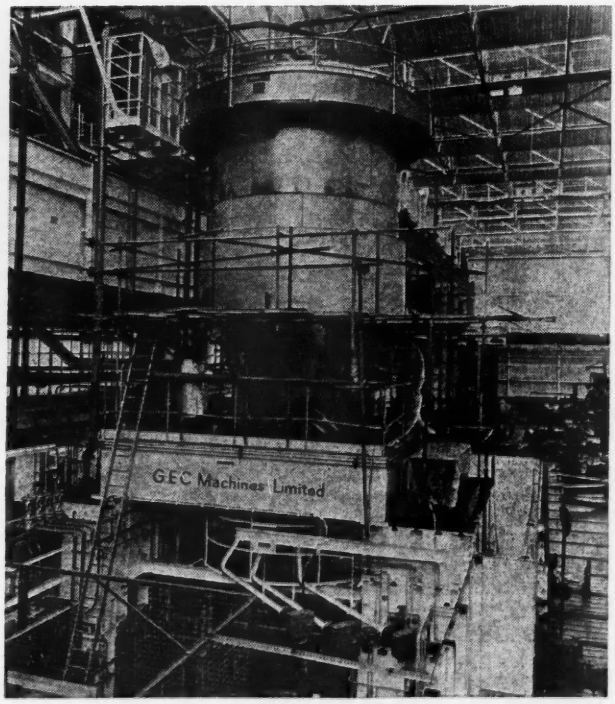
Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
August 7, 1973		
1,128,056	Polysius S.A.R.L.	Process and equipment for making mineral cake products by the filteration of paste
1,193,290	Agfa-Gevaert Aktiengesellschaft	Process for hardening photographic gelatine-containing layers
1,186,438	Commissariat a l'Energie Atomique	Devices for observing or photographing objects in closed spaces
1,200,649	Commissariat a l'Energie Atomique (formerly known as Centre National De La Recherche Scientifique)	Pumping apparatus for the delivery or extraction of a predetermined volume of fluid
1,203,969	Commissariat a l'Energie Atomique (formerly known as Centre National De La Recherche Scientifique)	Process for the preparation of fissile material ceramics
1,205,906	Laboratorio Chemico Farmaceutico E Granelli S.p.A.	Method of preparing liver extracts
1,237,807	International Standard Electric Corporation	Circuit arrangement for a telephone subscriber station
1,254,076	Maschinenfabrik Winkler, Fallert & Co. AG	Printing apparatus
1,266,232	Southern Pacific Transportation Company	Bandwidth reduction technique for analog signals
1,281,571	Vetrocoke Cokapuania S.p.A and Giuseppe Giammarco	The removal of CO_2 and/or H_2S from gaseous mixtures
1,309,333	Glaverbel	Process for bending glass

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller



Destined to form part of an advanced gas-cooled reactor nuclear power station, a gas circulator drive is seen during an endurance run on a joint Howden-GEC 150-ton test rig. Testing took place at the Rugby works of GEC Machines Ltd., which is supplying the driving units for gas circulators manufactured by James Howden and Co. Ltd., Glasgow. The circulators are for the nuclear stations being built at Hartlepool, County Durham, and Heysham, Lancashire.

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

HIGH COURT OF JUSTICE
Senior Official Receiver: A. T. Cheek

COMPANIES WINDING-UP
Inveresk House, 346 Strand, London WC2R 0HJ (Tel: 01-836 7733)
Official Receivers: L. R. Bates; N. Saddler; D. A. Williams

BANKRUPTCY
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: R. B. Howard; J. Tye

Birmingham
Commercial Union House,
Martineau Square, Birmingham B2 4UP
(Tel: 021-236 8831/7)
A. D. Gwyther; J. F. Hirst

Bournemouth
Burlington Arcade,
Bournemouth BH1 2JS
(Tel: 0202-28208/9)
A. H. Horler

Bradford
West Riding House,
Cheapside, Bradford BD1 4LJ
(Tel: 0274-33651/2)
V. Duffy

Brighton
Windsor House (East Entrance),
30-35 Edward Street, Brighton BN2 2JZ
(Tel: 0273-64301/4)
J. F. O'Reilly

Bristol
Avon House, Telephone Avenue,
Bristol BS1 4BN
(Tel: 0272-22852)
D. S. Clackett

Cambridge
49 Bateman Street,
Cambridge CB2 1LT
(Tel: 0223-53930 and 59646)
R. F. Savage

Canterbury
Lombard House,
12-17 Upper Bridge Street, Canterbury
(Tel: 0227-62070 and 65037)
A. R. Haigh

Cardiff
9th Floor, 24/26 Newport Road,
Cardiff CF2 1SH
(Tel: 0222-35075)
B. J. Longley

Chester
Dee Hills Park,
Chester CH3 5AR
(Tel: 0244-21471/2)
K. Matthewson

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Park House, 22 Park Street,
Croydon CR9 1TX
(Tel: 01-686 4961)
R. A. D. Copper

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Exeter EX4 3JU
(Tel: 0392-55445)
A. J. Seldon

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Gloucester GL1 1ST
(Tel: 0452-21658/9)
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Hull HU1 3XF
(Tel: 0482-23720 and 23729)
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St. Clare House, Greyfriars,
Ipswich IP1 1LX
(Tel: 0473-56731)
T. A. Tuck

Leeds
Pearl Chambers, East Parade,
Leeds LS1 5BX
(Tel: 0532-26011/2)
W. A. Bishop

Leicester
Prospect House, 94 Regent Road,
Leicester LE1 7DE
(Tel: 0533-22251/3)
H. Roach

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West Africa House, 25 Water Street,
Liverpool L2 0RQ
(Tel: 051-236 8397/8)
R. W. F. Pagan

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St. Nicholas Street, Newcastle upon Tyne
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Northampton NN1 5QA
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R. F. Savage

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Norwich NOR O2D
(Tel: 0603-28983/4)
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3 Blagrave Street, Reading RG1 1QE
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Gordon House, Star Hill,
Rochester
(Tel: 0634-42603 and 46906)
A. R. Haigh

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Petros House, St, Andrews Road North,
Lytham St. Annes FY8 2JD
(Tel: 039-15-21271)
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8/12 Furnival Gate, The Moor,
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166/167 Helens Road, Swansea SA1 5DL
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BRUSSELS: David K. Tosic, manager / H. Frank Vonderach, assistant manager / Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium / 13.01.49 & 13.54.05 / Cable: MARPORT •
LONDON: Kenneth L. Newton, manager / Moor House, 119 London Wall / London, England EC2Y 5ET / 01-638-8330 / Cable: BALTPORT

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned tug 'as lying' at HM Naval Base, Chatham.

'RESOLVE' Steel, built 1946. G.T. 290 tons. N.T. 97 tons. Length (BP) 115 ft. Breadth (mld) 29 ft. 7 in. Depth (mld) 12 ft. Light Displacement 403 tons. Engine: Single screw, oil fired, steam reciprocating, triple expansion by Fleming and Ferguson Ltd., Paisley. IHP 1,000.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "RESOLVE"' and must be received not later than *noon* on October 4, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

September 12 Miscellaneous Stores

Location: The Hilltop Motor Hotel, London Road, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept L), Botchergate, Carlisle CA1 1SE (Tel: 26292/3/4)

The items on offer include, clothing, boots and shoes, haversacks and various other textiles. Electrical equipment, hoisting jacks, paint and photographic paper. Also a Leyland 2,500 gallon tanker and an AEC prime mover with a Tasker low loader trailer. About 50 other cars and ambulances including Morris Mini saloons.

September 20, 1973 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554-2447/8/9)

Footwear, greatcoats, canvas sheeting and tentage, tarpaulins, sheets and blankets, arctic clothing, sleeping bags, BD blouses and trousers, various items of plant and equipment, ferrous and non ferrous scrap, electric cable, batteries, telephone and wireless equipment, carpets, rugs, canteen equipment, oscilloscopes, telescopes, binoculars, watches, cameras, photographic materials and equipment, generators, rectifiers, compasses, paints and oils, metal lockers, two Leyland 2,500 gallon refuellers, two Bedford RL binned trucks Scammell 10 ton recovery truck, BMC 5 ton GVW box van, Bedford Hawson 30 cwt van, Lansing Bagnall pallett transporter AEC/Neal 6 ton mobile crane, and an assortment of other equipments.

September 26, 1973 Miscellaneous Stores

Location: The Memorial Hall, High Street, Chatham, Kent

Auctioneers: Fuller, Horsey Sons & Cassell, (Dept. L), London EC4M 9ET (Tel: 01-248-7954)

The lots include clothing, boots and shoes. instruments, motor cycle spares, electrical—photographic and radio equipment, telescopes and binoculars, clocks and watches, furniture, rugs, canvas, machine and hand tools and tyres.

October 3, 1973 Miscellaneous Stores

Location: The Astoria, Roundhay Road, Leeds LS8 4A2

Auctioneers: Bartle & Sons (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel: 0532-20898)

Lathes, grinding machine, power saws, compressors, generating sets, charging sets, pressure cleaners, industrial tractors, portable runway, roller conveyor, fork lift trucks, pallet transporters, cable, signal and wireless equipment MT spares, tyres, tools, lifting and towing equipment, radio tower, batteries, typewriters, household and kitchen equipment, clothing, furniture and other miscellaneous stores.

Catalogues of the above sales obtainable from relevant Auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sales by Tender

Navy rum measures etc. lying at Kirliston, Plymouth and Gosport.

Tenders to be issued in September for return at the end of October. Applications for tenders should be made to The Ministry of Defence, Sales Supply 6aiii, Room 418, First Avenue House, Holborn, London WC1V 6HR.

Machine Tools

Programauto; Autos; Surface and internal grinders; Capstan and centre lathes; Beam welder; Machining centres; Press brake; Numericon, etc.

Location: Aston Down, nr. Stroud, Glos.

Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply, Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE.

Tenders must be returned by 10 a.m., on September 27, 1973.

LOW COST FILLING MACHINES

We specialize in Hand and Semi-automatic Filling machines for liquids, pastes, creams, honey, jam, food mixes, glue, paint, etc. Into flexible tubes, jars, sachets or tins.

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World Wide Exporters

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FIRST AVENUE

EDMONTON, LONDON, N.18

TEL: 01-807 2150

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1971	1963	1963	1963	1963							
£m in base year		20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	95	113	139	132	145	161	23	75	41	−271	−648	377
1969	97	113	138	140	150	342	232	26	27	444	−143	587
1970	99	116	142	150	168	266	214	42	13	681	12	669
1971	100	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	102	127	144	125 p	178 p	−415	−414	+5	−28	37	−692	729
1970 4th qtr		118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	98	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	100	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	101	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	101	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	99	123	145	137	167	−146	−110	−6	−29	61	−122	183
2nd qtr	102	126	144	122	185	−102	−142	−5	31	116	−53	169
3rd qtr	103	128	141	122	175	−107	−114	4	−24	−104	−284	180
4th qtr	105	131	145	122	183 p	−60	−49	13	−6	−36	−233	197
1973 1st qtr	109	134	151	128	194 p	247	134	12	62	−189 p	−363 p	174 p
% change latest 2 quarters:												
on prev. 2 quarters	+4.5	+4.3	+3.9	+2.5	+2.2							
on a year earlier	+6.7	+7.8	+3.1	−7.7	+6.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	123.5	125.6	102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970	124.9	127.2	103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971	125.8	126.7	103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	194
1972	129.9	130.8	110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 2nd qtr	125.8	127.0	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	212	197
3rd qtr	126.5	127.1	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	193
4th qtr	125.8	126.4	105.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	199
1972 1st qtr	123.0	125.0	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	129.9	129.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	131.3	131.8	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	135.4	137.1	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	259
1973 1st qtr	138.4	140.4	117.1	145	172.4	8.0	126.0	119.5	108.8	665	2.9	229	246	275
2nd qtr	140.9	142.1		131	177.9	9.3	133.0 p	120.1 p	112.6	602	2.6	292	265	297
1972 Sep	132.7	132.8	111.0	139	166.4	7.0	110.7	116.4	106.8	812	3.6	150	230	264
Oct	134.5	135.6	112.4	149	168.7	7.9	112.9	117.3	107.6	779	3.4	163	251	260
Nov	135.5	137.2	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	136.1	138.3	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3.2	188	235	255
1973 Jan	136.7	137.7	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	138.4	140.5	117.1	146	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	268
Mar	140.0	143.0	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	140.6	142.0	111.1	125	176.7	9.2	129.6	118.8•	112.3	617	2.7	275	267	275
May	141.3	141.9	110.7	133	178.0	9.5	132.4	120.1	113.2	599	2.6	296	255	309
June	140.7	142.5	114.8	134	178.9	9.3	137.1	121.4	115.6	590	2.6	307	273	306
July				138 p	179.7	9.4	142.9	122.7	115.8 p	578 p	2.5 p	325 p	275 p	314 p
% change latest 3 months:														
on prev. 3 months	+1.8	+1.2	−4.0	−0.4	+2.7		+7.1	+1.6	+4.2	−7.3		+21.9	+5.5	+10.6
on a year earlier	+8.5	+9.9	+3.5	−5.8	+9.4		+29.0	+6.5	+15.6	−27.7		+123.6	+24.6	+47.5

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April, affected by changes due to VAT.

The new style Business Monitors

by M. C. Fessey, Director of the Business Statistics Office

Increasingly firms of all sizes need to know more about conditions in their own industry and in those of their suppliers and customers. In the last few years a new system of industrial statistics has been developed which is meeting this demand, by providing more information more quickly. This information has been made available in the Business Monitor series of publications, and this article describes some changes in the style and content of Business Monitors currently being introduced to improve their usefulness.

BUSINESS Monitors, the series of publications in which the Statistics Divisions of Government Departments set out many of the industrial statistics they compile, were introduced just over ten years ago. An article in the *Board of Trade Journal* of March 9, 1962 described the aim of the Monitors: '. . . to provide the maximum information on the value and volume of production of each commodity with the minimum delay after the period to which the statistics refer'. At the end of 1962 there were 48 separate titles, both quarterly and monthly, giving information about the sales or production of about 1,000 commodities. Since then the number of titles in the series of these production Business Monitors has trebled, and the range of the Monitors has been extended; there are now series for statistics of the distribution and service trades, and a miscellaneous series which includes, for example, a Business Monitor giving the results of the analysis of accounts of industrial and commercial companies. Altogether, annual sales of Business Monitors now total about 300,000 copies.

Business Monitors and the new system of statistics

The expansion in the Business Monitors covering industry's production reflects the new system of industrial statistics which the Government Statistical Service has been introducing over the last five years. Previously there was a clear division between the statistical series giving information about current trends in production and the large scale censuses of production which has been held at roughly five-yearly intervals since the beginning of the century. The censuses of production provided statistics about the structure of individual industries—the numbers of establishments and enterprises in them, their total purchases and sales, their capital expenditure and stocks, employment and the wage and salary bill. The censuses also gave detailed information about the commodities purchased and the products of each industry; the 1968 Census of Production, the last in the series of quinquennial censuses, gave the values (and in most cases quantities) of some 2,000 commodities purchased and of 5,000 products.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Apart from the censuses of production, which were conducted by the Board of Trade Census Office, Statistics Divisions of Government Departments carried out the short period production inquiries whose results appeared in the Business Monitors. These suffered from the disadvantage of being rather patchy in their coverage and of not being sufficiently well co-ordinated with the censuses of production.

The Business Statistics Office was set up at the beginning of 1969 to take over from the Statistics Divisions of Departments a very wide range of the inquiries they directed at business firms, and to introduce a more co-ordinated system of industrial statistics. This system is now almost complete. It consists of very summary monthly figures for most industrial sectors, typically of total sales without commodity details; detailed and comprehensive quarterly inquiries into the sales of about 5,000 products; and annual censuses of production giving structural information about industry. Information about commodities purchased by industry will be collected rather infrequently as this survey imposes a particularly heavy form filling burden on industry; the first purchases inquiry in the new system will be for 1974. Except for the construction industry and perhaps the iron and steel industries, by the end of this year the new system of quarterly sales inquiries will extend to the whole field of about 170 mining and manufacturing industries.

The new series of industrial Business Monitors

As part of the new arrangements the Business Statistics Office has assumed responsibility for the publication of the Business Monitors. In order to accommodate fully the new system of industrial statistics, the opportunity has been taken to improve the style and extend the coverage of the Monitors. In future they will cover not only short-period industrial statistics, but also the new series of reports on the annual censuses of production, and industrial statistics such as those derived from the proposed purchases inquiry.

The new series of Business Monitors will adopt a new numbering system and a new style. In future, all Business Monitors giving statistics for industry, including reports of the censuses of production for 1971 onwards—(reports of the 1970 Census of Production, the first in the new series of annual censuses, were coded with C numbers)—will have a code P (standing for production industries)—followed first by M (indicating that it is a monthly series) or Q (quarterly) or A (annual): and then by a number indicating the Minimum List Heading of the Standard Industrial Classification[1] to which the Monitor relates—or the most appropriate number where a Monitor infrequently covers more than one MLH.

New two-colour covers have been designed for the new series of Monitors. These follow the new 'house style' of publications of the Government Statistical Service and indicate the periodicity of the series in the publication. The cover of Monitors giving annual figures—at present all of these will be the Annual Census of Production reports for 1971—will be green and white; the quarterly series will appear in blue and white covers; and Monitors giving monthly figures will have red and white covers.

(1) Standard Industrial Classification—Revised 1968. HMSO.

(continued on next page)

The quarterly Monitors will not only give the results of the new series of quarterly inquiries into industries' sales of products including sales by firms in other industries. In recent years, other information—in particular figures from the overseas trade statistics of imports and exports and wholesale price indices—has appeared in some Business Monitors. This practice will be extended in the new series of Monitors and eventually they will also include, for example, the index of production and employment figures relating to the industry covered by a Monitor. In some cases it will be possible to include other information likely to be of interest to the industry; for example Business Monitor PQ 494.1, including information for the children's carriages industry will continue to show the Registrar General's figures of births.

With the introduction of detailed quarterly sales inquiries the number of monthly Monitors has been gradually reduced and there will only be a handful of monthly Monitors in future. The most important will be ones giving monthly statistics of sales and orders of the engineering industries, and of sales of the clothing and textile industries.

A publicity brochure has been prepared to introduce the new series of Monitors and copies are being sent to subscribers to Monitor series, to contributors to the inquiries held by the Business Statistics Office, and to a wide range of trade associations, professional bodies and others interested in business statistics. Copies of the brochure can be obtained from The Library, Business Statistics Office, Cardiff Road, Newport, Mon NPT 1XG (tel 0633-56111, ext 2302).

Timeliness

At present, quarterly statistics of an industry's sales appear on average about 20 weeks after the end of the quarter to which the figures relate, although the delay is usually longer when an inquiry is first introduced. We are gradually reducing the time taken to publish Monitors in the quarterly series, and our aim is to publish Monitors for all the 170 industries by the end of the quarter following the period covered by the sales inquiries; but this will depend on the co-operation of those who complete the questionnaires. So far as the annual census of production reports are concerned, the first industry reports of the 1971 inquiry will appear in Business Monitors later this year; and we aim to begin publication of the 1972 reports early in 1974.

Other series of Business Monitors

The Government Statistical Service is reviewing the whole system of statistics for the distribution and service trades, and shortly the Department of Trade and Industry will invite trade associations and other organisations interested in this field to comment on proposals for a new scheme of statistics. It will clearly take some years to introduce new arrangements—the new system of industrial statistics has been introduced over a period of five years. Meanwhile, Monitors in the series for the distribution and service trades, and in the miscellaneous series, will continue in the present form for the time being.

Availability of Business Monitors

Monitors in the Production, Service and Distributive and Miscellaneous series are available on subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, from whom details of series and appropriate rates can be obtained. Copies of individual Monitors may be purchased from the Business Statistics Office Library, Cardiff Road, Newport, Mon NPT 1XG, the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Standing orders for the automatic supply, as published, of all or selected classifications of the Annual Census of Production will be accepted by HMSO, PO Box 569, London SE1 9NH, from HMSO account holders. Standing orders from customers not maintaining HMSO accounts will be accepted on receipt of a remittance of £5 against which despatches will be debited. Individual issues may be purchased from any Government Bookshop or from the Department's Libraries mentioned earlier. A list of all Business Monitors in the present series is appended.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

Also available

British Labour Statistics: Year book 1971 **£7.20** (by post £7.45)

Government publications can be bought from the Government Bookshops in London post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

LIST OF BUSINESS MONITORS AS AT AUGUST 20, 1973
(An asterisk indicates that a particular Monitor has not yet appeared)

PRODUCTION SERIES

Mining and quarrying

*PQ 101 Coal mining
*PQ 102 Stone and slate quarrying and mining
*PQ 103 Chalk, clay, sand and gravel extraction
*PQ 104 Petroleum and natural gas
*PQ 109.1 Iron ore and other mining and quarrying
PQ 109.3 Salt

Food drink and tobacco

*PQ 211 Grain milling
PQ 212 Bread and flour confectionery
PQ 213 Biscuits
*PQ 214 Bacon curing, meat and fish products
PQ 215 Milk and milk products
PQ 216 Sugar
PQ 217 Cocoa, chocolate and sugar confectionery
*PQ 218 Fruit and vegetable products
*PQ 219 Animal and poultry foods
*PQ 221 Vegetable and animal oils and fats
PQ 229.1 Margarine
*PQ 229.2 Starch and miscellaneous foods
PQ 231 Brewing and malting
*PQ 232 Soft drinks
PQ 239.1 Spirit distilling and compounding
PQ 239.2 British wines, cider and perry
PQ 240 Tobacco

Coal and petroleum products

*PQ 261 Coke ovens and manufactured fuel
*PQ 262 Mineral oil refining
*PQ 263 Lubricating oils and greases

Chemicals and allied industries

PQ 271 General chemicals
PQ 271.2 Organic chemicals
PQ 272 Pharmaceutical chemicals and preparations
PQ 273 Toilet preparations
PQ 274 Paint
PQ 275 Soap and detergents
PQ 276.1 Synthetic resins and plastics materials
PQ 276.2 Synthetic rubber
*PQ 277 Dyestuffs and pigments
PQ 277.1 Colours
PQ 278 Fertilisers
PQ 279.1 Polishes
PQ 279.2 Formulated adhesives, gelatine, etc.
*PQ 279.3 Explosives and fireworks
PQ 279.4 Formulated pesticides
PQ 279.5 Printing ink
PQ 279.6 Surgical bandages
PQ 279.7 Photographic chemical materials

Metal manufacture

*PQ 311 Iron and steel general
*PQ 312 Steel tubes
*PQ 313 Iron castings
PQ 321 Aluminium and aluminium alloys
PQ 322 Copper, brass and other copper alloys
PQ 323 Miscellaneous base metals

Mechanical, instrument and electrical engineering

PM 33-36 Engineering (volume indices of sales and orders)

Mechanical engineering

PQ 331 Agricultural machinery (except tractors)
PQ 332 Metal-working machine tools
PM 332 Metal-working machine tools orders and deliveries
PQ 333 Pumps, valves and compressors
PQ 334 Industrial engines
PQ 335 Textile machinery and accessories
PQ 336 Construction and earth moving equipment
PQ 337 Mechanical handling equipment
PQ 338 Office machinery
PQ 339.1 Mining machinery
PQ 339.2 Printing, bookbinding and paper goods machinery
PQ 339.3 Refrigerating machinery, space heating, ventilating and air-conditioning
PQ 339.5 Scales and weighing machinery and portable power tools
PQ 339.7 Food and drink processing machinery and packaging and bottling machinery
PQ 339.9 Miscellaneous non-electrical machinery
PQ 341 Industrial (including process) plant and steelwork
*PQ 342 Ordnance and small arms
PQ 349.1 Plain ball and roller bearings
PQ 349.2 Precision chains and mechanical engineering

Instrument engineering

PQ 351 Photographic and document copying equipment
PQ 352 Watches and clocks
PQ 353 Surgical instruments and appliances
PQ 354 Scientific and industrial instruments and systems

Electrical engineering

PQ 361 Electrical machinery
PQ 362 Insulated wires and cables
PQ 363 Telegraph and telephone apparatus and equipment
PQ 364 Radio and electronic components
PQ 365.1 Gramophone records and tape recordings
PQ 365.2 Broadcast receiving and sound reproduction equipment
PQ 366 Electronic computers
PQ 367 Radio, radar and electronic capital goods
PQ 368 Electrical appliances primarily for domestic use
PQ 369.1 Electrical equipment for motor vehicles, cycles and aircraft
PQ 369.2 Primary and secondary batteries
PQ 369.4 Electric lamps, electric light fittings, wiring, accessories, etc.

Shipbuilding and marine engineering

PQ 370 Ships, boats and marine engineering

Vehicles

PQ 380 Wheeled tractors
PQ 381.1 Road vehicles
PM 381 Cars and commercial vehicles
PQ 381.2 Trailers, caravans and freight containers
PQ 382 Motorcycles and pedal cycles
PQ 383 Aerospace products
PQ 384 Locomotives, railway and track equipment, railway carriages, wagons and trams

Metal goods

PQ 390 Engineers' small tools and gauges
*PQ 391 Hand tools and implements
PQ 392 Cutlery, spoons, forks, tableware and safety razors
PQ 393 Bolts, nuts, screws, rivets, etc.
*PQ 394 Wire and wire manufacture
*PQ 395 Cans and metal boxes and metallic closures
PQ 396.2 Jewellery
*PQ 399.0 Miscellaneous metal manufactures
PQ 399.1 Metal furniture
*PQ 399.2 Metal windows
*PQ 399.3 Safes, locks, keys and latches and springs
PQ 399.5 Drop forgings, etc.
PQ 399.6 Metal hollow-ware
*PQ 399.7 Metal finishing
*PQ 399.8 Needles, pins, fish-hooks and other metal small ware
*PQ 399.9 Domestic gas appliances

Textiles

PQ 411 Production of man-made fibres
PQ 412 Spinning and doubling on the cotton and flax systems
PQ 413 Weaving of cotton, linen and man-made fibres
PQ 414 Woollen and worsted
PQ 415 Jute
*PQ 416 Rope, twine and net
PQ 417.1 Hosiery and other knitted goods
PQ 417.2 Warp knitting
PQ 418 Lace
PQ 419 Carpets
PQ 421 Narrow fabrics
PQ 422.1 Household textiles and handkerchiefs
PQ 422.2 Canvas goods, sacks and other made-up textiles
PQ 423 Textile finishing
PM 423.1 Foam backing, foam laminating and fabric to fabric bonding
PQ 429.1 Asbestos
*PQ 429.2 Miscellaneous textiles industries

Leather, leather goods and fur

PQ 431 Leather and fellmongery
PQ 432 Leather goods
PQ 433 Fur

Clothing and footwear

PM 440 Made-up clothing (sales volume indices)
PQ 441 Weatherproof outerwear
PQ 442 Men's and boys' tailored outerwear
PQ 443 Women's and girls' tailored outerwear
PQ 444 Overalls and men's shirts, underwear, etc.
PQ 445 Women's and girls' light outerwear, lingerie, infants' wear, etc.
PQ 446 Hats, caps and millinery
PQ 449.1 Corsets and miscellaneous dress industries
PQ 449.2 Gloves
PQ 450 Footwear

Bricks, pottery, glass, cement, etc.

PQ 461.1 Refractory goods
PQ 461.2 Clay building bricks and other non-refractory goods
PQ 462 Pottery
PQ 463 Glass
PQ 464 Cement
*PQ 469.1 Abrasives
*PQ 469.2 Building materials (not elsewhere specified)

Timber, furniture, etc.

PQ 471 Timber (sawmilling, etc. and builders woodwork)

(continued on next page)

BUSINESS MONITORS
continued

PM 471.1	Wood chipboard
PQ 472	Wooden furniture and upholstery
PQ 473	Bedding and soft furnishings
PQ 474	Shop and office fittings
PQ 475	Wooden containers and baskets
PM 476	Imported timber
PQ 479	Miscellaneous wood and cork manufactures

Paper, printing and publishing

PQ 481	Paper and board
PM 481	Paper and paper making materials
PQ 482.1	Boxes, cartons and fibreboard packing cases
PQ 482.2	Miscellaneous packaging products of paper and film
PQ 483	Manufactured stationery
PQ 484.1	Wallcoverings
PQ 484.2	Miscellaneous manufactures of paper and board
PQ 485	Newspapers
PQ 486	Periodicals
PQ 489	General printing and publishing

Other manufacturing industries

PQ 491	Rubber
PM 491	Rubber Consumption and stocks
PQ 492	Plastic floor coverings, leathercloth, etc.
PQ 493	Brushes and brooms
PQ 494.1	Toys, games and children's carriages
PQ 494.3	Sports equipment
PQ 495	Miscellaneous stationers' goods
PQ 496	Plastics products
PQ 499.1	Musical instruments
PQ 499.2	Miscellaneous manufacturing industries

Gas, electricity and water

*PQ 601	Gas
*PQ 602	Electricity
*PQ603	Water supply

CENSUS SERIES (CENSUS OF PRODUCTION FOR 1970)

		Coding for 1971
C2	Coal mining	PA 101
C3	Stone and slate, quarrying and mining	PA 102
C4	Chalk, clay, sand and gravel extraction	PA 103
C5	Petroleum and natural gas	PA 104
	Salt and miscellaneous non-metalliferous mining and quarrying	PA 109.3
C6	Metalliferous mining and quarrying	PA 109.1
C7	Grain milling	PA 211
C8	Bread and flour confectionery	PA 212
C9	Biscuits	PA 213
C10	Bacon curing, meat and fish products	PA 214
C11	Milk and milk products	PA 215
C12	Sugar	PA 216
C13	Cocoa, chocolate and sugar confectionery	PA 217
C14	Fruit and vegetable products	PA 218
C15	Animal and poultry food	PA 219
C16	Vegetable and animal oils and fats	PA 221
C17	Margarine	PA 229.1
C18	Starch and miscellaneous foods	PA 229.2
C19	Brewing and malting	PA 231
C20	Soft drinks	PA 232
C21	Spirit distilling and compounding	PA 239.1
C22	British wines, cider and perry	PA 239.2
C23	Tobacco	PA 240
C24	Coke ovens and manufactured fuel	PA 261
C25	Mineral oil refining	PA 262
C26	Lubricating oils and greases	PA 263
C27	General chemicals (inorganic)	PA 271.1
C28	General chemicals (organic)	PA 271.2
C29	Miscellaneous general chemicals	PA 271.3
C30	Pharmaceutical chemicals and preparations	PA 272
C31	Toilet preparations	PA 273
C32	Paint	PA 274
C33	Soap and detergents	PA 275
C34	Synthetic resins and plastic materials and synthetic rubber	PA 276
C35	Dyestuffs and pigments	PA 277
C36	Fertilisers	PA 278
C37	Polishes	PA 279.1
C38	Formulated adhesives, gelatine, etc.	PA 279.2
C39	Explosives, fireworks and matches	PA 279.3
C40	Formulated pesticides and disinfectants	PA 279.4
C41	Printing ink	PA 279.5
C42	Surgical bandages, etc.	PA 279.6
C43	Photographic chemical materials	PA 279.7
C44	Iron and steel (general)	PA 311
C45	Steel tubes	PA 312
C46	Iron castings, etc.	PA 313
C47	Aluminium and aluminium alloys	PA 321
C48	Copper, brass and other copper alloys	PA 322
C49	Other base non-ferrous metals	PA 323
C50	Agricultural machinery (other than tractors)	PA 331
C51	Metal-working machine tools	PA 332
C52	Pumps, valves and compressors	PA 333
C53	Industrial engines	PA 334
C54	Textile machinery and accessories	PA 335
C55	Construction and earth-moving equipment	PA 336
C56	Mechanical handling equipment	PA 337
C57	Office machinery	PA 338
C58	Mining machinery	PA 339.1
C59	Printing and book-binding machinery	PA 339.2
C60	Refrigerating machinery (except domestic)	PA 339.3
C61	Space-heating, ventilating and air-conditioning equipment	PA 339.4
C62	Food and drink processing machinery	PA 339.7
C63	Miscellaneous (non-electrical) machinery	PA 339.9
C64	Industrial (including process) plant and steel work	PA 341
C65	Ordnance and small arms	PA 342
C66	General mechanical engineering[1]	PA 349
C67	Photographic and document copying equipment	PA 351
C68	Watches and clocks	PA 352
C69	Surgical instruments and appliances	PA 353
C70	Scientific and industrial instruments and systems	PA 354
C71	Electrical machinery	PA 361
C72	Insulated wires and cables	PA 362
C73	Telegraph and telephone apparatus and equipment	PA 363
C74	Radio and electronic components	PA 364
C75	Broadcast receiving and sound reproducing equipment	PA 365
C76	Electronic computers	PA 366
C77	Radio, radar and electronic capital goods	PA 367
C78	Electrical appliances primarily for domestic use	PA 368
C79	Miscellaneous electrical goods	PA 369
C80	Shipbuilding and marine engineering	PA 370
C81	Wheeled and half track tractors (other than works tractors)[2]	PA 380
C82	Motor vehicle manufacturing	PA 381
C83	Motor cycle and pedal cycle manufacturing[3]	PA 382
C84	Manufacturing and repairing aerospace equipment	PA 383
C85	Locomotives and railway track equipment	PA 384
C86	Railway carriages, wagons and trams[4]	
C87	Engineers' small tools and gauges	PA 390
C88	Hand tools and implements	PA 391
C89	Cutlery, spoons, forks and plated tableware, etc.	PA 392
C90	Bolts, nuts, screws, rivets, etc.	PA 393
C91	Wire and wire manufactures	PA 394
C92	Cans and metal boxes	PA 395
C93	Jewellery and precious metals	PA 396
C94	Metal furniture	PA 399.1
C95	Drop forgings, etc.	PA 399.5
C96	Metal hollow-ware	PA 399.6
C97	Miscellaneous metal manufactures	PA 399.8
C98	Production of man-made fibres	PA 411
C99	Spinning and doubling on cotton and flax systems	PA 412
C100	Weaving of cotton, linen and man-made fibres	PA 413
C101	Woollen and worsted	PA 414
C102	Jute	PA 415
C103	Rope, twine and net	PA 416
C104	Hosiery and other knitted goods	PA 417
C105	Lace	PA 418
C106	Carpets	PA 419
C107	Narrow fabrics	PA 421
C108	Made-up household textiles	PA 422.1
C109	Canvas goods and sacks, etc.	PA 422.2
C110	Textile finishing	PA 423
C111	Asbestos	PA 429.1
C112	Miscellaneous textiles	PA 429.2
C113	Leather (tanning and dressing) and fellmongery	PA 431
C114	Leather goods	PA 432
C115	Fur	PA 433
C116	Weatherproof outerwear	PA 441
C117	Men's and boys' tailored outerwear	PA 442
C118	Women's and girls' tailored outerwear	PA 443
C119	Overalls and men's shirts, underwear, etc.	PA 444
C120	Dresses, lingerie, infants' wear, etc.	PA 445
C121	Hats, caps and millinery	PA 446
C122	Corsets and miscellaneous dress industries	PA 449.1
C123	Gloves	PA 449.2
C124	Footwear	PA 450
C125	Bricks, fireclay and refractory goods[5]	PA 461
C126	Pottery	PA 462
C127	Glass	PA 463
C128	Cement	PA 464
C129	Abrasives	PA 469.1
C130	Miscellaneous building materials and minerals	PA 469.2
C131	Timber	PA 471
C132	Furniture and upholstery	PA 472
C133	Bedding and soft furnishings	PA 473
C134	Shop and office fittings	PA 474
C135	Wooden containers and baskets	PA 475
C136	Miscellaneous wood and cork manufactures	PA 479
C137	Paper and board	PA 481
C138	Cardboard boxes, cartons and fibreboard packing cases	PA 482.1
C139	Packaging products of paper and associated materials	PA 482.2
C140	Manufactured stationery	PA 483
C141	Wallcovering	PA 484.1
	Other manufactures of paper and board	PA 484.2
C142	Printing and publishing of newspapers and periodicals	PA 486
C143	General printing, publishing, etc.	PA 489
C144	Manufactures of rubber	PA 491
C145	Linoleum, plastics floor-covering, leathercloth, etc.	PA 492
C146	Brushes and brooms	PA 493
C147	Toys, games and children's carriages	PA 494.1
	Sports equipment	PA 494.3
C148	Miscellaneous stationers' goods	PA 495
C149	Plastics products	PA 496
C150	Musical instruments	PA 499.1
	Miscellaneous manufacturing industries	PA 499.2
C151	Gas	PA 601
C152	Electricity	PA 602
C153	Water supply	PA 603

[1] Retitled 'Ball and other roller bearings. Precision chains and other mechanical engineering' for 1971.
[2] Retitled 'Wheeled tractor manufacturing' for 1971.
[3] Retitled 'Motorcycle, tricycle and pedal cycle manufacturing' for 1971.
[4] Retitled 'Locomotives, trams, railway carriages, wagons and track equipment' for 1971.
[5] Retitled 'Refractory goods. Building bricks and non-refractory goods' for 1971.

SERVICE AND DISTRIBUTIVE SERIES

SD1 Food shops
SD2 Clothing and footwear shops
SD3 Durable goods shops
SD4 Miscellaneous non-food shops
SD5 Catering trades
SD6 Instalment credit business of finance houses
SD7 Assets amd liabilities of finance houses
SD8 Instalment credit business of retailers

MISCELLANEOUS SERIES

M1 Motor vehicle registrations
M2 Cinemas
M3 Company finance
M4 Overseas transactions
M5 Insurance companies' and private pension funds' investment
M6 Overseas travel and tourism
M7 Acquisitions and mergers of companies

Review of quarterly sales inquiries

NOTICE was given in *Trade and Industry* of July 12 (page 109) of the intention to review the experience gained in operating the quarterly sales inquiries which have been introduced progressively since 1968 into more than 150 sectors of mining and manufacturing industry. The programme of review began in July with some of the earlier inquiries and has now been extended to cover the following industry sectors:

Standard Industrial Classification

Order	MLH	Industry
V	272	Pharmaceutical chemicals and preparations
	274	Paint
XIII	415	Jute
	417/1	Hosiery and other knitted goods
	417/2	Warp knitting
	418	Lace
XV	441	Weatherproof outerwear
	442	Men's and boys' tailored outerwear
	443	Women's and girls' tailored outerwear
	444	Overalls and men's shirts, underwear etc.
	445	Dresses, lingerie, infants' wear etc.
	446	Hats, caps and millinery
	449/1, 3, 4.	Corsets and miscellaneous dress industries
	449/2	Gloves
	450	Footwear
XIX	492	Linoleum, plastics floor-covering, leathercloth etc.

Comments on these inquiries and suggestions for improvement from users or suppliers of information should be sent to W. R. Simmonds, Division EcS3, Room 501, Department of Trade and Industry, Dean Bradley House, Horseferry Road, London SW1P 2AG.

Business Monitor

THE following titles and issues of Business Monitor are now available:

Production series

Monthly at £1 a year post free:

PM381 Cars and commercial vehicles for April 1973
PM381 Cars and commercial vehicles for May 1973
PM440 Made-up clothing for May 1973

Quarterly at 37½p a year post free:

PQ231 Brewing and malting for first quarter
PQ271.2 Organic chemicals for second quarter
PQ392 Cutlery, spoons, forks, tableware and safety razors for first quarter
PQ419 Carpets for first quarter
PQ421 Narrow fabrics for first quarter
PQ474 Shop and office fittings for first quarter
PQ484.1 Wallcoverings

Miscellaneous series

Monthly

M1 Motor vehicle registrations for June 1973

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7MU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel: 01-222 7877, ext 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Index of retail sales in Northern Ireland

THE seasonally adjusted index of retail sales in Northern Ireland for June was 143 (1965 = 100), 11 per cent more than in June 1972. In the second quarter of 1973 sales increased by 9 per cent compared with the corresponding period in the previous year.

After allowing for price changes, the total volume of sales in June 1973 showed no change on a year earlier.

The seasonally adjusted index numbers of the value of sales in June and the second quarter of 1973 and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (tel. Belfast (0232) 34488, ext. 336).

		June 1973	
Sales by:	Sales in 1965—£m	Seasonally adjusted value index numbers, 1965 = 100	Percentage increases
All kinds of business	256	143	11
Food shops	97	154	11
Non-food shops	159	136	10
Of which:			
Clothing and footwear shops	36	139	16
Durable goods shops	21	183	14
Miscellaneous non-food shops	80	123	3
Department and general stores	22	124	13

		2nd quarter 1973	
Sales by:	Sales in 1965—£m	Seasonally adjusted value index numbers, 1965 = 100	Percentage increases
All kinds of business	256	139	9
Food shops	97	157	13
Non-food shops	159	128	5
Of which:			
Clothing and footwear shops	36	135	17
Durable goods shops	21	158	9
Miscellaneous non-food shops	80	121	−1
Department and general stores	22	115	16

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

UK OVERSEAS TRADE

United Kingdom trade in the second quarter of 1973

Provisional figures for the current account of the United Kingdom balance of payments in June containing information on imports and exports were published on July 12 and an article appeared in *Trade and Industry* dated July 19.

Introduction

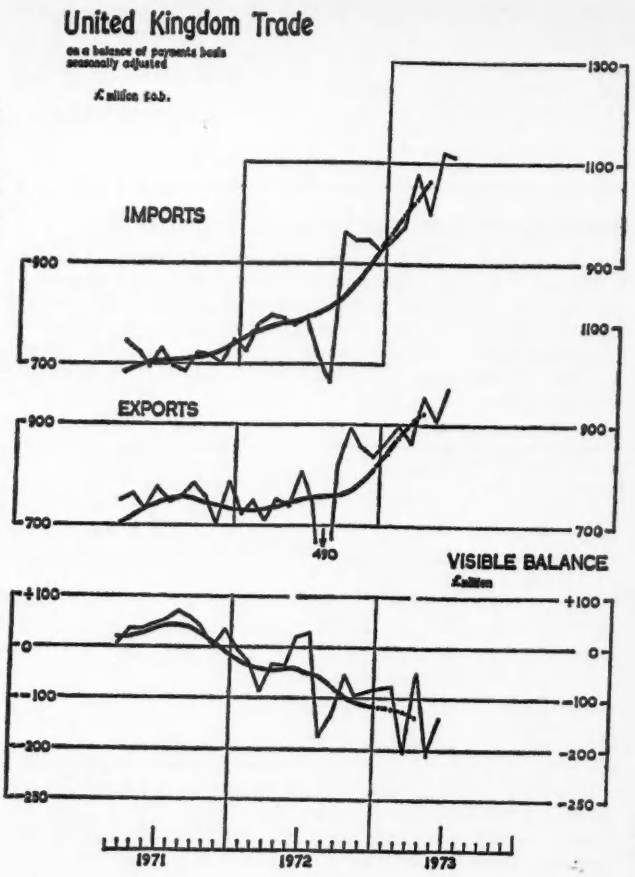
THIS article comments on the movements in the external trade of the United Kingdom in the second quarter of 1973 and highlights the more significant features of the commodity and area flows of trade. More detailed information is contained in the tables and charts.

Visible balance

In the second quarter of this year, the balance on visible trade was in deficit at a monthly rate of £132 million, compared with a deficit averaging £121 million a month in the first quarter of this year. However net invisible earnings, amounting to £66 million a month offset to some extent the deficit in the visible trade balance. The deterioration in the visible balance was due to a further fall in the terms of trade. Between the first and second quarters of this year, the unit value index for imports increased by 8 per cent whereas that for exports rose by 4 per cent. In terms of volume, exports increased by 4 per cent between the two quarters while imports remained unchanged.

The terms of trade have had a substantial influence on the development of trade this year. In the first six months as a whole the deficit on visible trade averaged £127 million a month compared with a monthly average of £86 million in the second half of last year. Between these periods the unit value index for imports increased by 15 per cent whereas for exports the rise in the unit value index was 5 per cent. At the same time the volume of exports increased by 13 per cent compared with an 8 per cent rise in the volume of imports. Thus the picture that emerges for the first half of this year is one in which the volume of exports has increased considerably faster than volume of imports, but because of a fall in the terms of trade there has been a deterioration in our visible trade balance.

The main factor underlying the fall in the terms of trade has been the sharp rise in the world prices of many commodities. For example between June 1972 and June 1973 the price of wool rose by 155 per cent, timber by 70 per cent and cotton by 47 per cent. Among the metals, the price of copper went up to 64 per cent and lead by 37 per cent. Another factor affecting import prices has been the depreciation of sterling. Between the second half of 1972 the first half of 1973 there was, on average, a fall of 2½ per cent in the sterling exchange rate *vis-a-vis* the weighted average of the major world currencies. This led to an increase in the sterling value of imports. At the same time it made exports more competitive but the effects of this on the visible balance will take time to come through.



Exports

The value of exports in the second quarter averaged £937 million a month, seasonally adjusted on a balance of payments basis, compared with £878 million a month in the first quarter. The increase

TABLE 1. VISIBLE TRADE†

Seasonally adjusted values §

£ million per month

	Exports				Imports				
	Overseas Trade Statistics basis fob	Coverage adjustments	Net allowance for factors affecting recording***	Balance of payments basis fob	Overseas Trade Statistics basis cif	Freight insurance and other valuation adjustments	Coverage adjustments‡	Balance of payments basis fob	Visible balance
1971	765	−41	+ 9	733	818	− 83	−26	709	+ 24
1972	812	−51	—	761	940	− 87	−25	818	− 57
1971 1st quarter	685	−30	+14	669	792	− 85	−21	686	− 17
2nd quarter	779	−41	+15	753	820	− 84	−18	718	+ 35
3rd quarter	798	−46	+10	762	816	− 82	−30	705	+ 57
4th quarter	799	−46	− 5	748	844	− 81	−35	728	+ 20
1972 1 quarter	775	−48	—	728	879	− 82	−30	767	− 39
2nd quarter	818	−49	—	769	892	− 87	−20	786	− 17
3rd quarter	735	−49	—	686	890	− 83	−27	781	− 95
4th quarter	921	−59	—	862	1,057	− 95	−23	939	− 77
1973 1st quarter	945	−68	—	878	1,134	−102	−33	999	−121
2nd quarter	1,010	−73	—	937	1,236	−114	−52	1,069	−132

† See note 1(g)
§ Components and totals are rounded independently.
*** See note 1 (d).
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc.

in the value of exports between the two quarters was 7 per cent, about one-half of which was due to increased volume and one-half reflected higher export prices. The strong increase in exports between the two quarters represents a continuation of the upward trend which emerged in the second half of last year. In the first half of 1972 the value of exports was 1 per cent below the value in the previous six months and reflected a 13 per cent reduction in shipments to the sterling area. In the second half of 1972 exports increased in value by 3 per cent, largely reflecting a recovery in deliveries to Western Europe, In the first six months of this year the value of exports was 17 per cent higher than in the second half of last year and the increase was distributed over a wide range of commodities and markets. Our recent export performance is encouraging. The first half of 1972 saw a poor performance: subsequently there has been a noticeable improvement and the latest statistics indicate that exports are increasing strongly.

World demand is an important factor in determining United Kingdom exports. The latest OECD indication is that near record growth rates are to be expected for the volume of world trade in 1973; with a substantial rise occurring in the first half of the year. This development is consistent with the recovery in our exports. A second factor that has contributed to our recent export performance is the improved competitive situation facing our goods in overseas markets as a result of the floating of the pound. Given the lag that exists between a change in price and the volume response of exports —reflecting the time needed for a price change to work its way through the ordering stage to deliveries—the improvement in our competitiveness over the past 12 months has helped to boost our exports and also to lessen the delayed effect of past losses of competitiveness.

Area pattern of exports

In the second quarter exports to the Sterling Area outside Europe were 8 per cent higher than in the first quarter. This growth represents a strong recovery from the depressed level of deliveries to this market throughout last year. The growth was more pronounced for shipments to the developing sterling area which increased by 9 per cent than to the developed countries which rose by 5 per cent. Among the developed countries deliveries to South Africa were 13 per cent higher whereas those to New Zealand fell by 7 per cent. The increase in deliveries to the developing countries of the sterling area reflected a rapid rise in exports to several Middle Eastern oil producing states, India, and Pakistan.

The rapid increase in exports to Western Europe which was evident in the first quarter of the year continued in the second quarter when deliveries were 8 per cent higher than in the first three months of the year. This increase has occurred at a time when import demand by major European countries has been high.

Exports to the EEC countries grew by 9 per cent between the two

(continued on next page)

TABLE 2. CHANGES IN VALUE, VOLUME AND UNIT VALUES OF EXPORTS AND IMPORTS ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted except Unit Values — monthly averages

	Exports fob			Imports fob			Terms of trade **
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961 = 100		£m.	1961 = 100		1961 = 100
1971	733	160	148	709	160	134	110
1972	761	159	157	819	177	143	110
1971 1st quarter	669	150	143	686	160	131	109
2nd quarter	753	167	146	718	162	135	108
3rd quarter	762	166	149	705	157	137	109
4th quarter	748	159	152	728	161	137	111
1972 1st quarter	728	156	155	767	170	139	111
2nd quarter	769	162	157	785	175	140	112
3rd quarter	686	141	160	781	169	144	111
4th quarter	862	178	162	939	195	152	107
1973 1st quarter	878	176	166	999	196	164	102
2nd quarter	937	183	172 p	1,069	196 p	177 p	97 p

** Export Unit Value Index as percentage of the Import Unit Value Index.
p Provisional estimates.

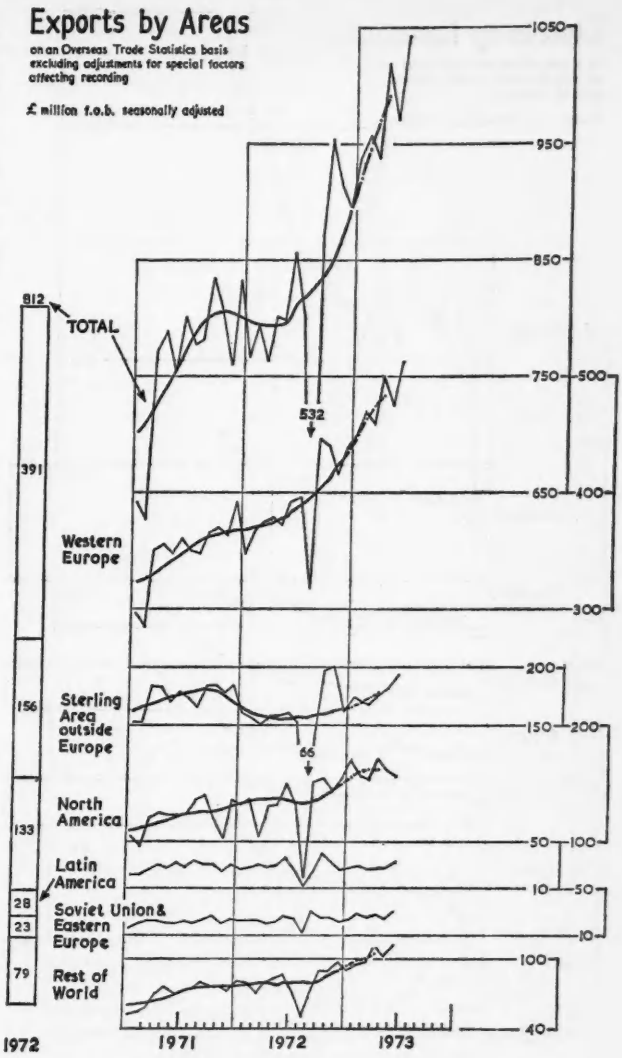


TABLE 3. EXPORTS: AREAS¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million fob per month

	1972					1973	
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
STERLING AREA outside Europe	156	155	159	121	187	170	184
Australia	26	26	28	21	31	33	33
New Zealand	12	11	11	8	18	13	12
Republic of South Africa	26	25	27	20	30	28	32
WESTERN EUROPE*	391	363	381	387	431	460	495
EEC*	245	230	239	241	269	293	319
Western Germany	49	48	47	47	54	58	62
Netherlands	38	35	38	38	39	44	50
Belgium and Luxembourg	33	28	33	35	35	42	49
France	43	39	40	44	48	49	54
Italy	24	23	22	23	26	29	30
Irish Republic	39	39	39	34	43	48	51
Denmark	20	19	18	19	23	24	23
EFTA*	112	105	108	113	124	132	136
Norway	16	16	14	17	16	18	18
Sweden	34	34	33	30	39	39	40
Switzerland	31	25	28	35	35	36	41
Other	33	33	34	30	38	41	43
NORTH AMERICA	133	127	137	117	151	161	163
USA and Dependencies	102	95	105	91	116	126	128
Canada	32	32	33	26	35	35	35
LATIN AMERICA	28	28	31	21	33	29	29
SOVIET UNION AND EASTERN EUROPE	23	22	23	22	24	26	+ 27
REST OF WORLD	79	76	83	65	93	95	108
Japan	14	13	15	12	17	19	22
TOTAL	812	775	818	735	921	945	1,010

¶ See note 1(b). * See note 1(f).

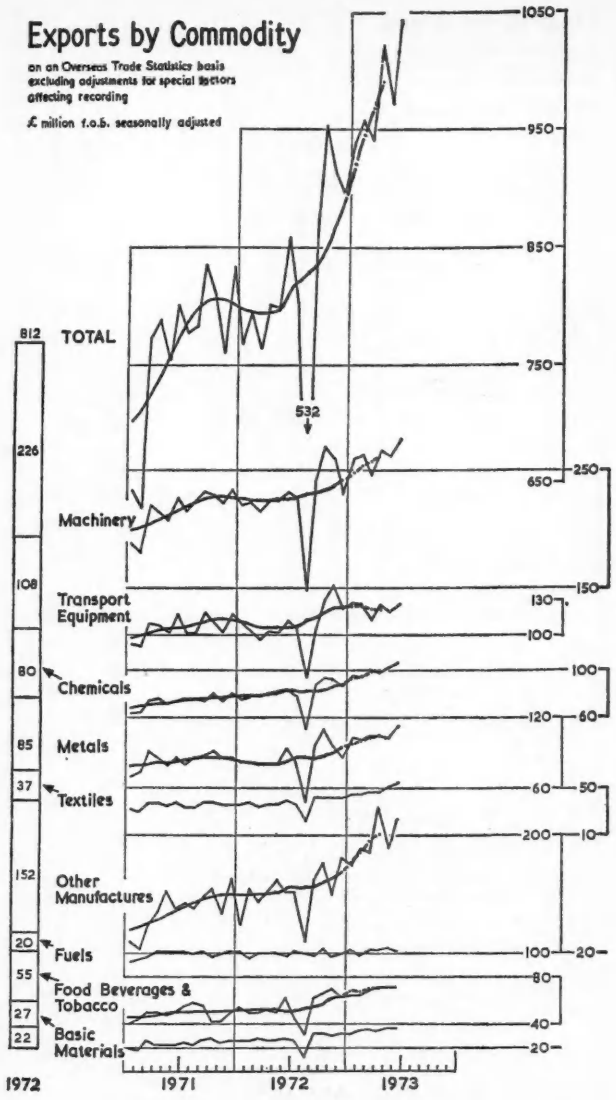


TABLE 4. EXPORTS: COMMODITY CLASSES¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million fob per month

	1972					1973	
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
FOOD, BEVERAGES AND TOBACCO	55	52	55	46	67	68	72
Food and live animals	29	25	28	27	35	37	42
Beverages and tobacco	26	27	26	19	32	31	30
BASIC MATERIALS	27	26	26	23	31	34	36
Crude materials	26	25	26	23	30	33	35
FUELS	20	19	20	20	21	21	22
MANUFACTURES	688	657	691	619	786	801	857
Machinery and transport equipment	335	323	334	297	384	377	393
Non-electric machinery	171	166	172	155	191	193	203
Electric machinery	55	53	54	50	64	63	66
Road motor vehicles	76	73	78	61	94	88	90
Other transport equipment	32	32	27	32	37	33	33
Chemicals	80	77	82	71	91	96	102
Metals and miscellaneous metal manufactures	85	81	85	75	97	102	106
Textiles	37	36	38	33	42	45	50
Other	152	141	156	141	169	182	208
Clothing and footwear	15	15	15	14	15	16	18
Instruments	23	22	23	21	26	26	28
MISCELLANEOUS	22	22	24	21	22	22	25
TOTAL	812	775	818	735	921	945	1,010

¶ See note 1(b).

quarters but there was considerable diversity among the individual countries. The increase in exports to Belgium and Luxembourg, Netherlands and France were the largest. Increased deliveries of food. beverages and tobacco contributed to the 15 per cent rise in exports to Belgium and Luxembourg. Between the two quarters shipments to the Netherlands grew by 13 per cent and although the increase was spread over a wide range of commodity groups, there were large rises in the deliveries of dairy products, chemicals and textiles. Exports to France were 11 per cent higher in the second quarter, a rise that was fairly evenly distributed over major commodity groups. A higher level of deliveries of semi-manufactures contributed to the 8 per cent rise in exports to West Germany and of finished manufactures in the 7 per cent increase to the Irish Republic. Despite increased deliveries of food, beverages, silver and machinery, exports to Italy were only 4 per cent higher in the second quarter. The only country in the EEC to whom exports fell was Denmark and reflected lower shipments of most non-manufactured goods.

Exports to EFTA were 3 per cent higher in the second quarter and whilst there was a slight increase in deliveries to all countries within this area the most noticeable feature was a 13 per cent rise in the value of exports to Switzerland, much of which reflected the increase in trade in precious stones. To all other countries of Western Europe (other than EEC and EFTA) the value of exports was 4 per cent higher in the second quarter.

After recovering strongly in the first quarter of the year, exports to North Amercia rose by only 1 per cent in the second quarter. Shipments to the United States grew by 2 per cent but would have been considerably higher but for a sharp fall in deliveries of precious stones. Over the same period exports of machinery, which in part reflected increased deliveries of aircraft engines, rose strongly. Between the two quarters exports to Canada were little changed.

Exports to all other markets in aggregate were 10 per cent higher in the second quarter. Deliveries to Japan were 11 per cent higher reflecting a substantial increase in semi-manufactured goods. Although there were strong increases in deliveries to Brazil and Chile between the two quarters, those to the Argentine Republic fell slightly and consequently those to Latin America in total were unchanged. Exports to Soviet Union and Eastern Europe rose by 5 per cent.

Commodity pattern of exports

The seasonally adjusted commodity breakdown is shown in Table 4. Deliveries of manufactured goods which account for 85 per cent of total exports grew by 7 per cent between the first two quarters of this year. Within this broad commodity group, deliveries of semi-manufactures increased by 9 per cent; the value of textile deliveries was 11 per cent higher in the second quarter, the value of chemical exports rose by 6 per cent, the shipments of metals and metal manufactures rose by 4 per cent in value. Among finished manufactures between the same two quarters, there was an increase of 5 per cent in deliveries of non-electrical machinery and 4 per cent in electrical machinery; the deliveries of road motor vehicles were 2 per cent higher in the second quarter and had recovered much of the ground lost last year.

Exports of non-manufactured goods were 5 per cent higher in the second quarter compared with the previous three months. The most noticeable feature of this sector was a 13 per cent rise in the deliveries of food and live animals and a 3 per cent fall in shipments of beverages and tobacco. Basic materials and fuels both grew by 5 per cent between the two quarters.

Imports

In the second quarter of this year, imports averaged £1,069 million a month on a balance of payments basis, 7 per cent higher than the monthly average in the first quarter of the year. this increase in the value of imports between the first and second quarters is accounted for by the rise in import prices reflecting the increase in world commodity prices and to a lesser extent the depreciation of the £. In the first six months of 1973, the value of imports averaged £1,034 million a month, seasonally adjusted on a balance of payments basis, 20 per cent higher than in the previous six months, continuing the growth in 1972.

TABLE 5. IMPORTS: COMMODITY CLASSES¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif per month

	1972					1973	
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
FOOD, BEVERAGES AND TOBACCO	197	193	191	187	215	253	250
Food and live animals	175	169	172	169	192	205	219
Meat and meat preparations	45	42	44	42	52	57	64
Dairy products and eggs	21	26	21	20	18	21	21
Cereals and animal feeding stuff	28	24	28	30	32	39	38
Fruit and vegetables	36	35	35	34	40	43	44
Beverages and tobacco	21	25	20	18	23	31	31
Beverages	11	11	11	10	14	18	18
Tobacco	10	14	9	7	10	13	12
FUELS	104	107	99	100	108	112	127
INDUSTRIAL MATERIALS	358	333	344	336	419	450	485
Basic materials	110	105	109	100	129	146	160
Crude materials	103	96	101	93	121	138	150
Oilseeds, oil nuts and oil kernels	4	3	4	5	5	8	8
Wood, lumber and cork	21	22	20	16	26	34	34
Wool and other animal hair and tops	9	7	8	8	13	15	16
Animal and vegetable oils and fats	7	8	7	7	8	8	9
Chemicals	54	52	53	50	62	64	68
Other semi-manufactures	193	177	183	186	228	240	258
FINISHED MANUFACTURES	261	241	236	258	308	334	358
MISCELLANEOUS	10	9	13	10	10	10	11
TOTAL	930	879	892	890	1,057	1,134	1,236

¶ See note 1 (b).

Imports of all major commodity groups increased. Imports of food, beverages and tobacco rising 6 per cent in value, imports of industrial materials and of finished manufactures increasing in value by between 7 and 8 per cent; for fuel imports, the increase in value was 13 per cent.

Commodity pattern of imports

Imports of food, beverages and tobacco rose to £250 million a month in the second quarter of this year, an increase of 6 per cent over the value reached in the previous quarter. Most of the rise in value in this group resulted from higher prices; there was little change in the volume in the quarter. The major part of the increase was in food imports, imports of beverages and tobacco showed only a modest rise of 1 per cent after rising very steeply in the first quarter. Among food imports, higher value of meat imports accounted for more than half of the rise (with an increase of 13 per cent) but imports of dairy produce, fruit and vegetables and some other foods were also higher than in the previous quarter. The value of cereal imports fell back slightly from the peak level of the first quarter.

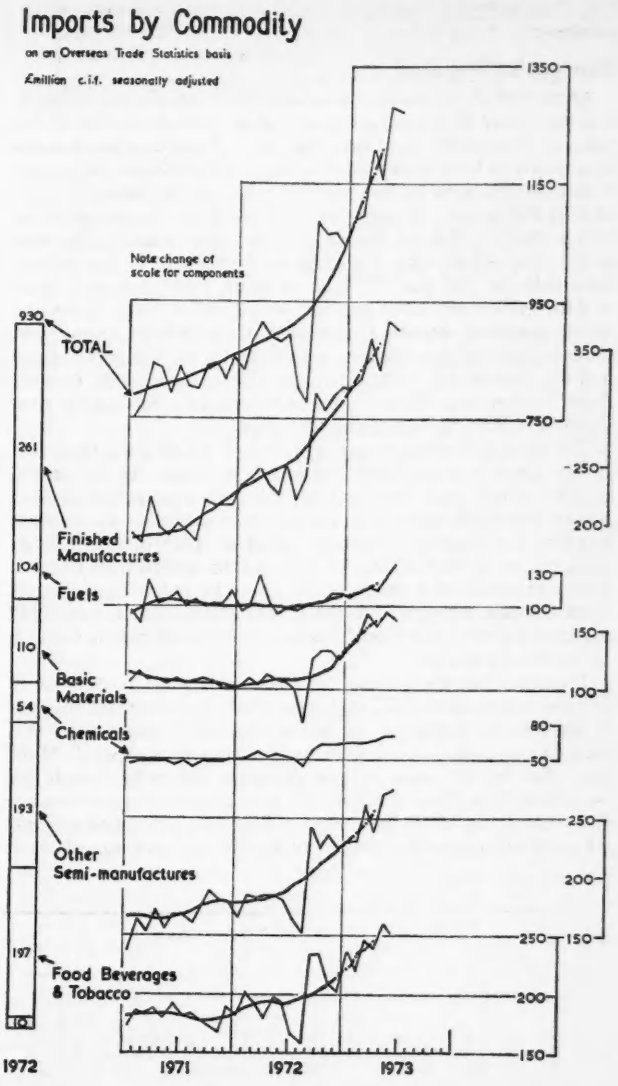
Imports of fuels were much higher in value in the second quarter than in the first. They reached a peak level of £127 million a month, 13 per cent higher than in the previous quarter. Higher volume accounted for much of this rise.

Imports of industrial materials rose to £485 million a month, 8 per cent more than in the first quarter; basic materials were £160 million a month, 9 per cent higher, while imports of semi-manufactures comprising of chemicals and other partly processed goods were 7 per cent higher. In volume terms, imports of industrial materials as a whole were little changed but the volume of imports of basic materials showed a modest rise.

The increase in the value of imports of basic materials was widespread over the commodities within this category. As well as the rises in the value of timber and wool imports, there were increases of varying degrees in all imports of crude materials and in animal vegetable oils and fats.

Chemical imports continued to expand and reached a level of £68 million in the quarter some 7 per cent more than in the first quarter. About two-thirds of this rise was in imports of chemical elements and compounds and plastic materials, but imports of most chemical products showed some growth in the quarter.

However, by far the largest part of the semi-manufactures



group of imports consists of goods other than chemicals, and in the second quarter these amounted to £258 million a month, 7 per cent more than in the previous quarter. The £18 million a month increase in the quarter was spread over all the commodities within this category with marked rises in the value of imports of textile yarns, non-metallic minerals and non-ferrous metals (more especially of wool and copper) largely associated with the rise in price of these commodities, however imports of iron and steel fell sharply in value.

Imports of finished manufactured (now accounting for about 30 per cent of total imports) rose at around the same rate as total imports in the second quarter to reach £358 million a month. 7 per cent higher than in the previous quarter; the increase being roughly equally divided between higher volume and higher prices. More than two-thirds of the rise in the quarter was in imports of machinery (which rose by 9 per cent) associated with the increased investment programme as manufacutring output rose and the domestic economy expanded. Imports of transport equipment fell back in the quarter; imports of road motor vehicles were down by 3 per cent though still at a high level, while imports of ships and air craft were reduced by 17 per cent over the previous quarter. The other category of imports allied to capital goods, scientific and control instruments, continued to rise moderately.

Imports of goods in Section 8 of the *Overseas Trade Statistics* (mainly consumer goods) rose markedly in the quarter. At £107 million a month, they were 15 per cent more than in the first quarter. Imports of clothing and footwear continued to expand; at 18 per cent a slightly stronger rate of growth than in the previous quarter, and there were also rises in a variety of miscellaneous consumer goods.

(continued on next page)

UK OVERSEAS TRADE
continued

Sources of imports

About half of the goods we import come from Western Europe, and these have shown strong growth in the second quarter of this year. At £614 million a month, they were 11 per cent up on previous quarter's level. About three quarters of the increase was due to higher imports from the enlarged EEC which rose in value by 13 per cent in the quarter. Imports from the countries remaining in the EFTA grouping did not show such strong growth and in fact rose at less then half the rate of the imports from the EEC, but imports from both the EEC and EFTA countries are running at peak levels of £409 million and £179 million a month respectively. There was strong growth in imports from each of the individual countries of the enlarged Common Market, those from France, Western Germany and the Netherlands being especially high in the quarter. Imports from Sweden and Finland were much reduced, but against this, those from Norway were markedly higher.

The other industrialised area from which we obtain a large part of our imports is the North American continent. In the second quarter of this year, imports from this area were valued at £183 million marginally lower than the peak rate reached in the previous quarter. The slight rise in imports from the USA did not entirely compensate for the reduction of 8 per cent in imports from Canada. Lower shipments of tobacco contributed to the reduction in imports from Canada. Imports from the United States in total were £127 million a month, while those from Canada were £54 million a month in the second quarter.

Imports from the sterling area outside Europe continured to expand and reached £222 million a month in the second quarter 8 per cent more than in the previous quarter. Among developed sterling area countries imports fron New Zealand and South Africa rose sharply, but imports from Australia fell back, though still remaining high. There was little change in imports from the developing sterling area taken as a whole. These have amounted to some £131 million a month recently, and include increased imports from

TABLE 6. IMPORTS: AREAS¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif per month

	1972					1973	
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
STERLING AREA outside Europe	178	169	174	165	204	206	222
Australia	24	20	23	22	29	30	29
New Zealand	21	24	20	19	21	23	26
Republic of South Africa	25	21	26	23	29	29	34
WESTERN EUROPE*	447	416	433	436	503	552	614
EEC*	293	275	284	289	326	361	409
Western Germany	70	63	67	70	81	94	103
Netherlands	51	49	53	48	55	65	73
Belgium and Luxembourg	26	22	26	28	29	29	35
France	50	45	48	49	59	65	78
Italy	29	26	27	30	35	32	37
Irish Republic	37	42	36	34	37	38	44
Denmark	29	27	29	28	32	34	39
EFTA*	134	122	127	133	156	169	179
Sweden	43	39	41	39	51	56	55
Norway	18	18	18	17	19	22	25
Finland	21	21	20	18	24	26	22
Other	19	20	18	18	21	24	26
NORTH AMERICA	149	155	138	134	169	184	183
USA and dependencies	98	103	86	91	113	125	127
Canada	50	51	50	44	57	59	54
LATIN AMERICA	27	27	26	27	29	36	38
SOVIET UNION AND EASTERN EUROPE	33	31	33	26	42	46	41
REST OF WORLD	94	86	87	97	106	111	134
Japan	26	22	22	28	33	32	37
TOTAL	930	879	892	890	1,057	1,134	1,236

¶ See note 1 (b).
* See Note 1 (f).

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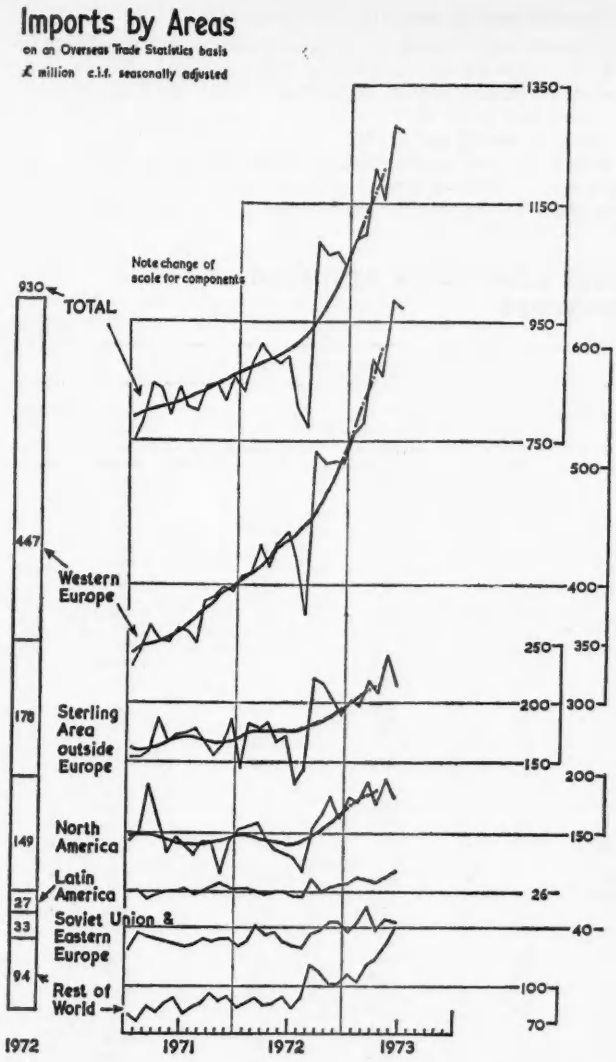

India and Hong Kong along with some offsetting reductions from the Middle East countries.

In the second quarter there was a 6 per cent rise in imports from Latin America compared with the previous quarter. Continuing high prices for some commodities especially meat and copper have contributed to the expansion in the value of imports from this group of countries. Imports from the Soviet Union and Eastern Europe eased back from the high values reached in the first quarter of this year, while imports from the remaining non-sterling area countries (including Japan) showed a marked increase in the quarter.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 1 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the *Trade Statistics* (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the *Trade Statistics* (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All those adjustments are described in greater detail in the annual Pink Book, *United Kingdom Balance of Payments 1973* and in an article in the issue of *Trade and Industry* dated November 4, 1970.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analysis of trade. The values of total trade and the main components of exports and imports in Tables 3 to 6 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Table 1. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analysis of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 3 to 6. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above.

1(d) Recording of exports. The new system for the documentation of exports to ensure full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* August 19, 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation of a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article in *Trade and Industry* February 15, 1973.

1(e) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipments of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(f) Area analyses of trade. To take into account the change in composition of selected areas arising from the entry on January 1, 1973 of the Irish Republic and Denmark into the enlarged EEC the area headings in tables 3 and 6 of this article have been revised or re-defined. Figures for the Irish Republic are included with those for Western Europe and the EEC and to avoid double counting have been excluded from the Sterling Area which has now been designated as 'Sterling Area outside Europe'. Figures for Denmark are of course included with those for the EEC and not EFTA. In order to facilitate meaningful comparisons with past periods all figures in both these seasonally adjusted tables are on the present 1973 definition of the selected areas and groups of countries. The analyses in the text are based on the figures in these tables. Standard definitions of all areas and some economic grouping of countries are shown in the *Overseas Trade Statistics of the United Kingdom.*

1(i) Revised estimates of visible trade. As a result of later and more complete information the previously published figures of imports and exports on a blance of payments basis for 1973 have been revised; there have been consequential adjustments to the figures for individual months. The net effect is not large, and the visible balance for the quarter is little changed from the provisional estimate.

The figures for 1971 and 1972 have also been marginally affected.

2. Overseas Trade Statistics. Detailed particulars of United Kingdom imports and exports for June (with cumulative totals) were published on July 26* and further analyses of the figures will be found in the tables on external trade in the *Monthly Digest of Statistics*†.

* *Overseas Trade Statistics of the United Kingdom*, June 1973, published by HMSO, price £1.85 (annual subscription £25.05).

† *Monthly Digest of Statistics*, published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage, £8.60).

Capital expenditure of the manufacturing, distributive and service industries in the second quarter of 1973

Manufacturing industry

MANUFACTURING industry's capital expenditure in the second quarter of 1973 is provisionally estimated to have been £460 million at 1970 prices, seasonally adjusted, slightly lower than in the first quarter.

Investment in the first half of 1973 was about 7 per cent higher than in the second half of 1972, and about 1 per cent higher than in the first half. The increase between the second half of 1972 and the first half of 1973 was due to a rise of 11 per cent in expenditure on plant and machinery, partly offset by falls of 4 per cent in

TABLE 1. FIXED CAPITAL EXPENDITURE AT 1970 PRICES SEASONALLY ADJUSTED OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

£ million

		Analysis by industrial sectors			Analysis by type of asset		
Period	Total	Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,582	1,436	955	192	765	517	1,300
1961	2,934	1,706	1,075	153	906	490	1,538
1962	2,778	1,575	1,075	129	909	438	1,432
1963	2,661	1,391	1,164	106	840	466	1,355
1964	3,085	1,569	1,359	158	945	590	1,550
1965	3,236	1,732	1,378	126	988	565	1,684
1966	3,244	1,780	1,344	120	954	556	1,733
1967	3,307	1,735	1,402	169	932	603	1,772
1968	3,689 (3,601)•	1,846 (1,795)•	1,553 (1,546)•	290 (260)•	950	759 (729)•	1,980 (1,922)•
1969	3,857 (3,945)•	1,976 (2,027)•	1,649 (1,656)•	232 (262)•	1,042	724 (754)•	2,091 (2,149)•
1970	4,217	2,129	1,723	364	1,068	850	2,299
1971	4,085	1,968	1,752	365	1,083	816	2,186
1972	4,089	1,775	1,861	454	1,065	947	2,077
1967 1st quarter	823	439	347	38	241	142	441
2nd quarter	862	453	354	56	236	167	459
3rd quarter	814	425	356	33	226	145	443
4th quarter	807	419	346	42	228	150	429
1968 1st quarter	880	440	386	54	229	173	479
2nd quarter	872	434	387	51	239	164	470
3rd quarter	916 (912)•	458 (454)•	383	76	239	193	484 (480)•
4th quarter	1,021 (937)•	515 (468)•	398 (391)•	109 (79)•	244	230 (200)•	547 (493)•
1969 1st quarter	898 (963)•	448 (483)•	400 (405)•	49 (74)•	252	171 (196)•	475 (515)•
2nd quarter	961 (977)•	496 (505)•	407 (409)•	58 (63)•	260	183 (188)•	519 (530)•
3rd quarter	1,001 (1,008)•	513 (520)•	424	64	272	184	545 (552)•
4th quarter	997	519	417	61	258	186	553
1970 1st quarter	1,016	515	421	80	254	203	559
2nd quarter	1,062	534	435	93	269	216	577
3rd quarter	1,056	538	430	88	266	209	580
4th quarter	1,083	542	438	104	279	222	582
1971 1st quarter	1,017	511	434	73	277	183	557
2nd quarter	1,030	498	433	99	268	214	548
3rd quarter	1,038	491	445	102	270	215	553
4th quarter	1,090	468	441	91	268	204	527
1972 1st quarter	1,014	466	449	99	269	209	536
2nd quarter	1,022	447	459	116	264	236	522
3rd quarter	1,007	430	469	107	264	236	507
4th quarter	1,047	432	484	131	268	267	512
1973 1st quarter	1,107	463	482	162	262	296	549
2nd quarter	1,021	460	476	86	249	215	557

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting—after exclusion of dwellings—for 53 per cent of total expenditure in 1972. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

• After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968, estimated at £51 million for manufacturing industry, £7 million for distributive and service industry, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

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expenditure on new building work and 3 per cent in expenditure on vehicles.

Distributive and service industries (excluding shipping)

Capital expenditure of the distributive and service industries (excluding shipping) in the second quarter of 1973 is provisionally estimated at £476 million at 1970 prices, seasonally adjusted, about 1 per cent less than in the first quarter. Over the first half of 1973, the volume of investment was slightly higher than in the second half of 1972, and about 5½ per cent higher than in the first half. Between the second half of 1972 and the first half of 1973, increased investment in plant and machinery was largely offset by a reduction in expenditure on new building work.

Shipping industry

Investment by this industry tends to fluctuate considerably from quarter to quarter, and in the second quarter of 1973 was estimated at £86 million at 1970 prices, seasonally adjusted. Over the first half of 1973, the volume of investment was 4 per cent higher than in the second half of 1972, and 15 per cent more than in the first half.

Revision to the series

The estimates of capital expenditure are now published on a 1970 instead of a 1963 price base. While making this change, the opportunity was taken to review the most appropriate way of using the information available on the price and nature of the goods and services on which expenditure is incurred; as a result some improve-

(continued on next page)

TABLE 2. FIXED CAPITAL EXPENDITURE OF MANUFACTURING INDUSTRY AT 1970 PRICES SEASONALLY ADJUSTED

£ million

Period	Total all manufacturing industries	Analysis by industry group: Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Analysis of type of asset: New building work	Vehicles	Plant and machinery
1960	1,436.0	176.7	40.3	181.6	266.7	292.6	144.4	115.7	90.2	127.8	336.4	81.7	1,017.9
1961	1,705.9	185.5	43.0	221.5	359.1	321.8	193.9	141.6	100.3	139.2	416.2	76.2	1,213.5
1962	1,575.1	188.0	32.1	219.7	315.7	279.3	179.3	121.5	100.8	138.7	387.9	67.3	1,119.9
1963	1,391.4	191.5	41.9	173.6	187.7	280.2	169.5	111.7	100.9	134.4	310.1	81.2	1,000.1
1964	1,568.6	215.2	47.4	215.5	156.7	333.7	162.8	151.5	116.1	169.7	350.2	97.7	1,120.7
1965	1,732.2	216.1	47.7	274.6	151.1	356.3	181.6	173.8	127.5	203.5	390.2	102.2	1,239.8
1966	1,780.1	204.3	78.2	305.4	151.9	363.1	193.8	165.0	111.5	206.9	369.8	98.3	1,312.0
1967	1,735.2	236.0	123.6	255.7	155.3	352.5	194.5	132.9	108.7	176.0	317.1	99.5	1,318.6
1968	1,846.1 (1,795.1)*	246.0	127.4	255.5	145.7	390.8	171.9	176.4	111.8	220.6	330.8	109.2	1,406.1 (1,355.1)*
1969	1,976.1 (2,027.1)*	238.6	102.9	296.3	167.8	393.7	208.4	189.4	121.3	257.7	388.7	115.9	1,471.5 (1,522.5)*
1970	2,128.9	245.9	86.3	378.3	256.8	424.7	229.5	172.3	134.2	201.3	393.4	116.1	1,619.4
1971	1,967.6	227.2	117.3	337.6	297.3	371.1	152.2	139.3	113.2	212.4	344.7	107.7	1,515.2
1972	1,775.0	262.5	108.8	264.6	255.0	343.4	108.4	114.7	111.4	206.2	318.9	128.9	1,327.2
1967 1st quarter	438.6	60.2	25.3	64.0	40.8	87.9	50.3	36.8	27.3	46.0	88.8	22.7	327.1
2nd quarter	452.5	58.9	32.2	73.2	41.1	92.4	51.9	32.8	28.0	42.0	82.5	24.8	345.2
3rd quarter	424.8	58.4	33.3	57.2	40.4	86.4	45.6	31.4	28.4	43.7	73.6	26.1	325.1
4th quarter	419.3	58.5	32.8	61.3	33.0	85.8	46.7	31.9	25.0	44.3	72.2	25.9	321.2
1968 1st quarter	439.9	55.9	28.1	58.3	42.8	94.6	44.5	39.3	28.2	48.2	74.9	27.0	338.0
2nd quarter	434.1	60.4	30.8	62.4	37.0	90.9	39.9	34.8	25.0	52.9	80.0	26.1	328.0
3rd quarter	457.5 (453.5)*	63.5	29.5	61.5	34.4	97.7	49.0	42.3	26.1	53.5	85.9	26.9	344.7 (340.7)*
4th quarter	514.6 (467.6)*	66.2	39.0	73.3	31.5	107.6	38.5	60.0	32.5	66.0	90.0	29.2	395.4 (348.4)*
1969 1st quarter	448.2 (483.2)*	56.7	28.8	65.3	34.5	92.0	44.0	48.0	24.1	54.8	93.2	26.7	328.3 (363.3)*
2nd quarter	495.6 (504.6)*	61.8	25.4	75.0	40.2	95.3	53.9	47.6	31.4	65.0	96.4	30.7	368.5 (377.5)*
3rd quarter	513.2 (520.2)*	59.4	25.0	80.3	46.4	100.8	54.9	46.7	33.5	66.2	101.3	29.2	382.7 (389.7)*
4th quarter	519.1	60.7	23.7	75.7	46.7	105.6	55.6	47.1	32.3	71.7	97.8	29.3	392.0
1970 1st quarter	515.0	60.8	19.9	90.6	50.1	104.4	56.2	45.2	36.4	51.4	93.8	29.6	391.6
2nd quarter	534.2	65.2	21.7	94.1	58.2	107.0	58.4	45.1	33.6	50.9	100.0	29.3	404.9
3rd quarter	538.2	56.2	26.2	95.3	64.6	108.2	61.0	45.1	32.1	49.5	98.4	29.3	410.5
4th quarter	541.5	63.7	18.5	98.3	83.5	105.1	53.9	36.9	32.1	49.5	101.2	27.9	412.4
1971 1st quarter	510.7	57.0	25.9	89.6	71 0	103.4	42.8	40.5	29.3	51.2	90.4	26.4	393.9
2nd quarter	497.7	55.6	26.1	81.3	75.2	96.1	41.3	37.5	29.8	54.8	86.8	26.5	384.4
3rd quarter	491.0	56.7	32.2	84.7	78.0	89.2	36.9	31.2	27.5	54.6	82.4	26.7	381.9
4th quarter	468.2	57.9	33.1	82.0	73.1	82.4	31.2	30.1	26.6	51.8	85.1	28.1	355.0
1972 1st quarter	466.3	61.5	33.1	76.0	79.1	82.4	29.9	25.6	25.4	53.3	83.4	29.2	353.7
2nd quarter	446.5	62.6	30.7	70.8	68.5	81.9	24.4	28.1	27.4	52.1	81.0	30.2	335.3
3rd quarter	430.4	68.0	23.8	62.3	54.1	88.0	25.0	29.6	28.8	50.8	79.2	32.9	318.3
4th quarter	431.8	70.4	21.2	55.5	53.3	91.1	29.1	31.4	29.8	50.0	75.3	36.6	319.9
1973 1st quarter	463.4	74.9	18.7	57.0	56.3	102.9	32.7	36.1	30.8	54.0	76.5	34.7	352.2
2nd quarter	459.6										71.5	32.7	355.4

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HMSO BOOKS

CAPITAL EXPENDITURE
continued

ments were made to the procedure for converting expenditure at current prices to constant prices.

The series for manufacturing industry have been changed to an establishment basis in line with the reporting unit in the new annual censuses of production and there is a consequential adjustment to the series for distributive and service industries.

The results of the annual surveys, with their greater coverage, are used to up-date the quarterly figures which are derived from smaller sample surveys. The figures for manufacturing have been revised to take account of the virtually complete results of the 1970 Census and the provisional results of the 1971 Census. The figures for distributive and service industries have been revised to take account of the 1971 annual inquiries.

The revisions above have in turn led to revised seasonal adjustments.

TABLE 3. FIXED CAPITAL EXPENDITURE IN THE DISTRIBUTIVE AND SERVICE INDUSTRIES (EXCLUDING SHIPPING) AT 1970 PRICES SEASONALLY ADJUSTED

£ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	955	127	211	617	428	245	282
1961	1,075	136	235	705	490	261	324
1962	1,075	129	226	720	519	244	312
1963	1,164	141	245	779	528	282	355
1964	1,359	165	276	918	592	337	429
1965	1,378	164	257	957	592	342	444
1966	1,344	148	232	964	580	342	421
1967	1,402	169	224	1,008	611	338	453
1968	1,553 (1,546)*	165	282	1,107 (1,100)*	616	367	570 (563)*
1969	1,649 (1,656)*	160	295	1,194 (1,201)*	649	384	615 (622)*
1970	1,723	176	299	1,249	670	383	671
1971	1,752	185	310	1,258	736	355	661
1972	1,861	177	370	1,314	744	387	730
1967 1st quarter	347	39		252	151	82	113
2nd quarter	354	43	55	256	153	87	114
3rd quarter	356	43	56	257	152	87	118
4th quarter	346	43	59	244	155	82	108
1968 1st quarter	386	44	68	274	152	94	141
2nd quarter	387	40	70	277	158	88	141
3rd quarter	383	39	72	272	153	92	138
4th quarter	398 (391)*	42	72	284 (277)*	153	94	151 (144)*
1969 1st quarter	400 (405)*	39	72	289 (294)*	158	97	146 (151)*
2nd quarter	407 (409)*	39	72	296 (298)*	162	96	150 (152)*
3rd quarter	424	41	73	310	170	93	160
4th quarter	417	41	78	299	160	99	159
1970 1st quarter	421	44	76	301	159	95	167
2nd quarter	435	46	74	315	167	98	171
3rd quarter	430	45	75	309	166	96	167
4th quarter	438	41	74	323	177	95	166
1971 1st quarter	434	45	76	313	185	87	161
2nd quarter	433	46	80	307	181	92	161
3rd quarter	445	46	78	321	187	90	168
4th quarter	441	48	76	317	183	87	171
1972 1st quarter	449	44	83	322	184	90	174
2nd quarter	459	44	89	326	183	94	182
3rd quarter	469	41	96	333	184	99	186
4th quarter	484	49	103	332	192	103	189
1973 1st quarter	482	48	96	338	185	107	190
2nd quarter	476				178	97	201

(*continued on next page*)

Monthly Digest of Statistics

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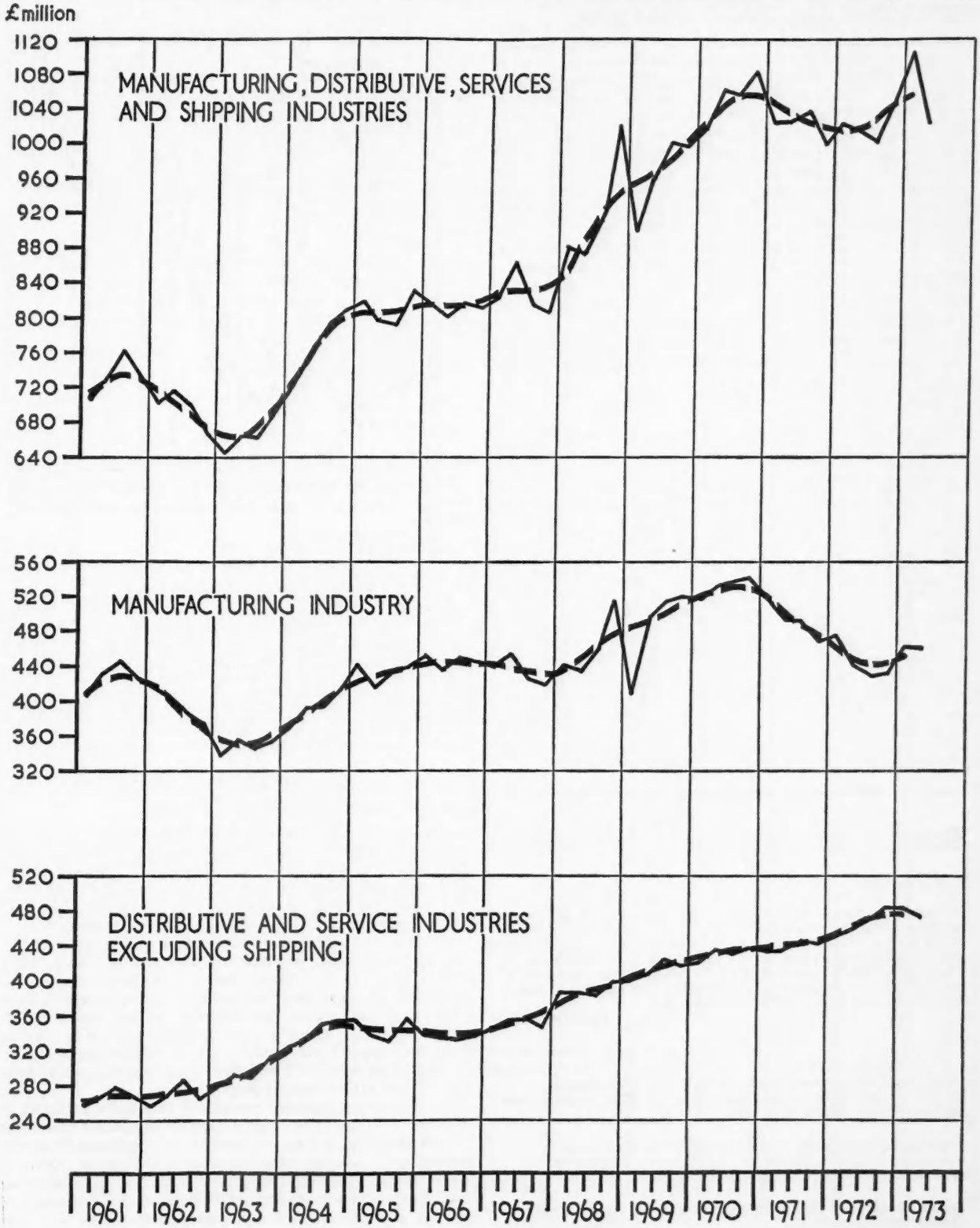
FIXED CAPITAL EXPENDITURE AT 1970 PRICES SEASONALLY ADJUSTED



(continued on next page)

CAPITAL EXPENDITURE
continued

TABLE 4. FIXED CAPITAL EXPENDITURE AT CURRENT PRICES OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

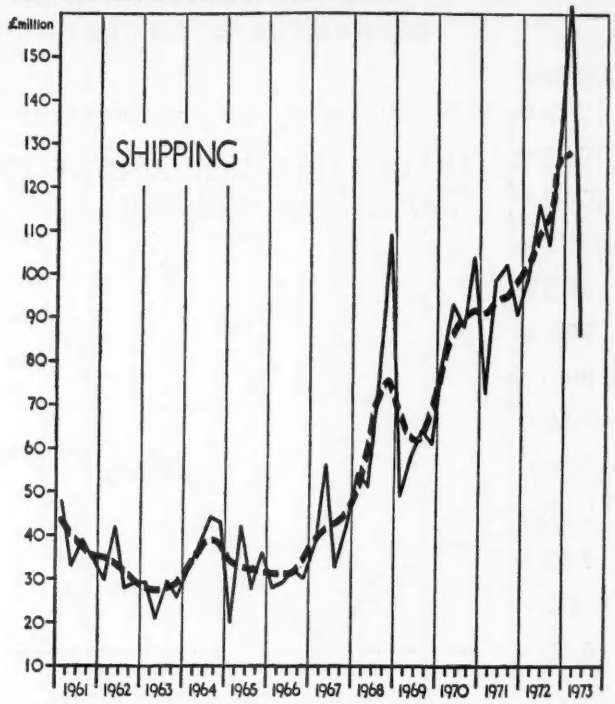
£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,912	1,021	728	162
1961	2,213	1,248	833	132
1962	2,148	1,182	859	107
1963	2,094	1,068	942	84
1964	2,477	1,232	1,122	123
1965	2,692	1,423	1,169	100
1966	2,787	1,517	1,172	99
1967	2,862	1,485	1,237	140
1968	3,306	1,639	1,420	247
1969	3,599	1,822	1,559	217
1970	4,217	2,129	1,723	364
1971	4,438	2,161	1,893	384
1972	4,758	2,092	2,146	520
1967 1st quarter	693	360	304	29
2nd quarter	731	377	310	44
3rd quarter	687	360	301	25
4th quarter	752	389	322	42
1968 1st quarter	749	362	346	41
2nd quarter	763	372	348	43
3rd quarter	804	406	339	59
4th quarter	990	499	388	104
1969 1st quarter	791	382	372	38
2nd quarter	871	438	381	53
3rd quarter	917	473	386	57
4th quarter	1,020	530	420	70
1970 1st quarter	938	465	403	71
2nd quarter	1,033	511	427	95
3rd quarter	1,043	547	419	77
4th quarter	1,202	607	474	122
1971 1st quarter	1,027	517	446	65
2nd quarter	1,080	514	458	108
3rd quarter	1,117	553	471	94
4th quarter	1,214	578	517	119
1972 1st quarter	1,109	521	497	91
2nd quarter	1,152	490	522	139
3rd quarter	1,144	514	524	106
4th quarter	1,354	567	603	184
1973 1st quarter	1,322	563	594	165
2nd quarter p	1,270	555	598	117

NOTES TO TABLES

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

FIXED CAPITAL EXPENDITURE AT 1970 PRICES SEASONALLY ADJUSTED



The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX
Distributive Trades Order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821
Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701—Railways, 706—Port and Inland Water Transport, 707—Air Transport and 708—Postal Services and Telecommunications; XXIV (Insurance, Banking, Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872—Educational Services and 874—Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates, with the exception of those for manufacturing industry in Table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

Overseas-owned United Kingdom companies and their finance

THE August issue of *Economic Trends* (HMSO, 63p) includes tables and commentary on a special statistical analysis of company financial accounts in 1969 and 1970, comparing the balance sheets, profitability and sources of funds of overseas-owned United Kingdom companies with domestically-owned companies. They are also analysed in terms of quoted and non-quoted companies.

The majority of the overseas companies included in the analysis were non-quoted and it was these which showed the greatest singularities. They had the highest level of bank borrowing, but the proportion of finance raised externally, excluding long-term loans from overseas parents, was very similar to that for United Kingdom quoted companies. The other significant differences in the balance sheet were much higher levels of stocks, debtors and creditors, arising, for the latter two items, partly from amounts received from (or advanced to) the overseas parent.

The overseas non-quoted companies were more profitable in 1969 and 1970 than either United Kingdom companies or overseas quoted companies, though only slightly so if capital employed were defined to include the net advances from the parent appearing under current liabilities. They did not appear to have passed on these higher profits in the form of dividends, and as a consequence retained a greater proportion of their earnings. In the two years examined these companies also raised considerable additional external funds, which combined with the higher retentions enabled them to grow in size faster than any of the other three groups. Most of this growth was internal and not by acquisitions of existing companies.

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Manufacturers' and distributors' stocks in the second quarter of 1973

Manufacturing industry

MANUFACTURERS' stocks are provisionally estimated to have increased by £85 million at 1970 prices, seasonally adjusted, during the second quarter of 1973, thus continuing the stockbuilding which began in the first quarter following two years of heavy destocking. Stocks of materials and fuel rose sharply and there was an appreciable rise in work-in-progress, partially offset by a fall in finished goods.

Distributive industries

Wholesalers' stocks are provisionally estimated to have fallen by £14 million at 1970 prices, seasonally adjusted, in the second quarter of 1973. The decline was mainly due to a reduction of stocks held by dealers in industrial materials and machinery. In the same period, retailers' stocks increased by £152 million. This substantial build-up probably reflected in part the fall in the volume of retail trade from the high level in the first quarter which resulted from pre-VAT spending.

Revisions to the series

The estimates of changes in the volume of stocks are now published on a 1970 instead of 1963 price base. In addition, the relative weighting of the assets, whose prices are combined to make the price index for each manufacturing group, has been revised on the basis of information obtained from the 1968 Census of Production. The composition of assets used in the price indices should therefore reflect a more up-to-date estimate of the composition of the stocks of the group concerned. Similar improvements have been made to the series for distributors' stocks.

The series for manufacturing industry have been changed to an establishment basis in line with the reporting unit of the new annual censuses of production. The results of the annual surveys, with their greater coverage, are used to up-date the quarterly figures which are derived from the smaller sample surveys. Accordingly, the figures for manufacturing have been revised to take account of virtually complete results of the 1970 Census and the provisional results of the 1971 Census. The figures for wholesaling have been revised to take account of the 1971 annual inquiries.

The foregoing revisions have, in their turn, led to revised seasonal adjustments.

The index of manufacturing production is not yet available on a 1970 price base. Information on the stocks/output ratio will be given in *Trade and Industry* issue of October 4, 1973.

(*continued on next page*)

VALUE OF PHYSICAL INCREASE IN INDUSTRY'S STOCKS AT 1970 PRICES SEASONALLY ADJUSTED

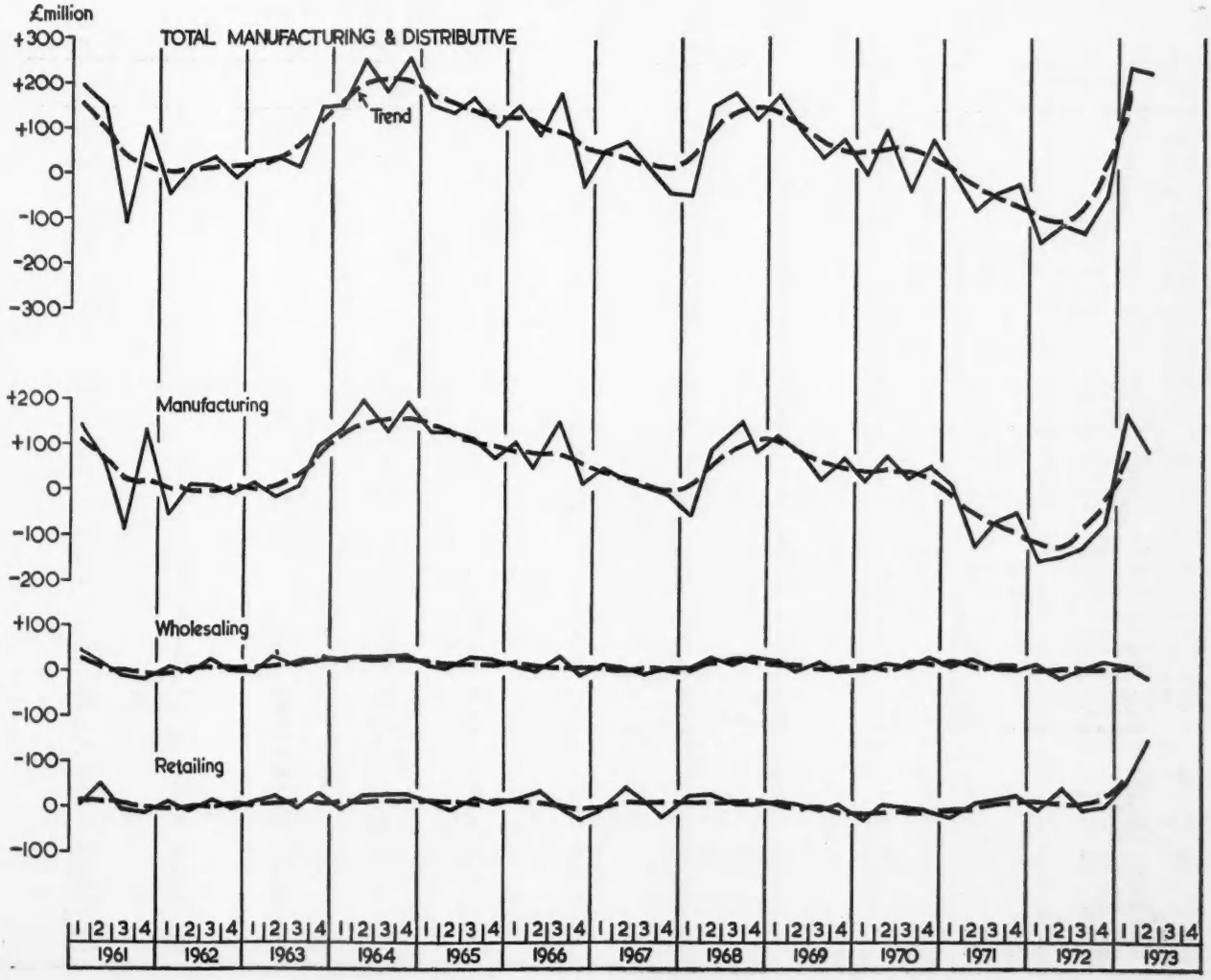

TABLE 1. VALUE OF PHYSICAL INCREASE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS AT 1970 PRICES SEASONALLY ADJUSTED

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1972	12,617	9,260	1,715	1,642
1960	777	654	75	48
1961	341	263	41	37
1962	−3	−40	31	6
1963	192	103	35	54
1964	834	653	118	63
1965	556	460	67	29
1966	359	315	28	16
1967	115	72	17	26
1968	414	269	85	60
1969	375	320	42	13
1970	205	175	68	−38
1971	−145	−218	52	21
1972	−448	−498	28	22
1966 1st quarter	128	103	10	15
2nd quarter	83	51	—	32
3rd quarter	177	149	29	−1
4th quarter	−30	11	−11	−30
1967 1st quarter	49	46	14	−11
2nd quarter	72	24	7	41
3rd quarter	19	11	−8	16
4th quarter	−24	−9	5	−20
1968 1st quarter	−31	−59	6	22
2nd quarter	148	91	32	25
3rd quarter	178	153	18	7
4th quarter	121	85	30	6
1969 1st quarter	174	140	22	12
2nd quarter	90	83	1	6
3rd quarter	36	24	19	−7
4th quarter	76	73	1	2
1970 1st quarter	−4	22	5	−31
2nd quarter	96	76	18	2
3rd quarter	39	26	16	−3
4th quarter	74	51	29	−6
1971 1st quarter	2	10	14	−22
2nd quarter	−80	−113	26	7
3rd quarter	−43	−67	9	15
4th quarter	−23	−47	3	21
1972 1st quarter	−150	−156	15	−9
2nd quarter	−117	−145	−12	40
3rd quarter	−129	−125	4	−8
4th quarter	−51	−72	22	−1
1973 1st quarter	238	168	18	52
2nd quarter	223	85	−14	152

TABLE 2. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY MANUFACTURING INDUSTRY AT 1970 PRICES SEASONALLY ADJUSTED

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1972	9,260	1,244	852	725	4,615	760	1,064	3,179	3,692	2,389
1960	654	66	46	110	311	37	82	309	134	211
1961	263	23	33	11	141	13	42	69	92	102
1962	− 40	38	1	−39	− 18	− 21	—	− 86	2	44
1963	103	12	−8	− 8	88	4	16	− 13	101	15
1964	653	20	56	46	406	76	50	232	319	103
1965	460	19	33	38	305	3	62	117	207	137
1966	315	1	36	−23	222	31	48	10	145	160
1967	72	34	7	−41	120	−38	−11	−16	140	−52
1968	269	10	72	37	67	34	49	102	108	59
1969	320	33	75	−5	73	76	69	108	25	187
1970	175	11	42	37	71	2	12	138	−63	100
1971	−218	10	15	8	−198	−61	8	−237	1	19
1972	−498	−11	−29	−46	−290	−104	−18	−178	−109	−211
1966 1st quarter	103	8	21	−6	68	2	10	7	52	44
2nd quarter	51	3	20	−23	34	6	12	−15	48	19
3rd quarter	149	−15	4	32	88	20	21	55	18	76
4th quarter	11	5	−8	−26	32	4	4	−37	27	21
1967 1st quarter	46	−3	11	−1	50	−13	2	6	53	−13
2nd quarter	24	7	−17	−9	46	−3	−1	−9	22	11
3rd quarter	11	28	24	−12	−27	+5	−7	−1	18	−6
4th quarter	−9	3	−12	−19	50	−27	−5	−13	48	−44
1968 1st quarter	−59	5	8	2	−57	−9	−7	29	−5	−84
2nd quarter	91	—	30	6	14	20	21	−1	26	66
3rd quarter	153	−11	22	24	92	10	16	38	69	46
4th quarter	85	16	12	6	19	13	19	35	18	31
1969 1st quarter	140	11	23	5	61	24	17	41	41	58
2nd quarter	83	−2	16	4	34	12	20	54	−11	41
3rd quarter	24	31	2	−11	−44	24	22	−8	1	30
4th quarter	73	−6	34	−3	22	15	11	22	−6	57
1970 1st quarter	22	3	21	−7	−14	5	12	26	−43	39
2nd quarter	76	7	3	12	50	5	−1	67	23	−14
3rd quarter	26	−1	13	11	4	—	−1	27	−40	38
4th quarter	51	1	5	20	31	−8	3	18	−3	37
1971 1st quarter	10	1	−3	38	−22	−10	7	−40	6	44
2nd quarter	−113	−3	12	−25	−60	−39	1	−70	−35	−9
3rd quarter	−67	−14	3	−8	−40	−7	−1	−72	20	−15
4th quarter	−47	27	3	3	−76	−5	1	−56	10	−1
1972 1st quarter	−156	−11	9	−48	−49	−35	−23	−54	−20	−82
2nd quarter	−145	16	−32	4	−122	−19	8	−75	−13	−56
3rd quarter	−125	−18	6	−3	−69	−30	−10	−42	−38	−45
4th quarter	−72	1	−11	1	−50	−21	7	−7	−38	−28
1973 1st quarter	168	20	13	24	65	6	40	62	70	36
2nd quarter	85							66	44	−25

TABLE 3. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY WHOLESALERS AT 1970 PRICES SEASONALLY ADJUSTED

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1972	1,715	1,040	163	512
1960	75	43	6	27
1961	41	27	1	14
1962	31	5	5	21
1963	35	14	7	14
1964	118	62	17	39
1965	67	30	7	31
1966	28	21	—	7
1967	17	9	—	8
1968	85	57	4	25
1969	42	19	−2	26
1970	68	15	—	53
1971	52	41	−3	14
1972	28	31	14	−17
1966 1st quarter	10	10	3	−3
2nd quarter	—	2	1	−3
3rd quarter	29	23	−3	9
4th quarter	−11	−13	−1	4
1967 1st quarter	14	2	1	12
2nd quarter	7	13	−6	−1
3rd quarter	−8	−9	4	−3
4th quarter	5	4	1	—
1968 1st quarter	6	26	—	−20
2nd quarter	32	15	5	12
3rd quarter	18	10	−1	9
4th quarter	30	6	—	24
1969 1st quarter	22	14	−1	9
2nd quarter	1	−13	−1	14
3rd quarter	19	14	2	3
4th quarter	1	4	−2	−1
1970 1st quarter	5	−3	1	6
2nd quarter	18	10	−3	11
3rd quarter	16	−4	−2	21
4th quarter	29	11	4	14
1971 1st quarter	14	3	1	11
2nd quarter	26	20	1	5
3rd quarter	9	12	—	−3
4th quarter	3	6	−4	2
1972 1st quarter	15	2	2	10
2nd quarter	−12	−4	3	−11
3rd quarter	4	23	3	−22
4th quarter	22	10	6	6
1973 1st quarter	18	42	−12	−12
2nd quarter	−14			

TABLE 4. INCREASE IN THE BOOK VALUE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1972	14,723	10,793	2,017	1,913
1960	647	543	60	44
1961	375	274	40	61
1962	85	24	30	31
1963	294	200	44	50
1964	891	670	136	85
1965	694	571	73	50
1966	586	480	51	55
1967	260	180	47	33
1968	849	581	138	130
1969	969	775	104	90
1970	1,140	898	162	80
1971	699	399	160	140
1972	550	242	189	119
1966 1st quarter	248	188	7	53
2nd quarter	223	182	12	29
3rd quarter	155	94	52	9
4th quarter	−39	17	−20	−36
1967 1st quarter	27	22	−15	20
2nd quarter	67	33	1	33
3rd quarter	65	31	30	4
4th quarter	102	94	32	−24
1968 1st quarter	140	62	23	55
2nd quarter	293	203	30	60
3rd quarter	227	166	57	4
4th quarter	189	150	28	11
1969 1st quarter	296	222	16	58
2nd quarter	250	205	18	27
3rd quarter	179	126	65	−12
4th quarter	243	222	4	17
1970 1st quarter	283	254	16	13
2nd quarter	312	258	26	28
3rd quarter	226	139	78	9
4th quarter	321	248	43	30
1971 1st quarter	244	193	29	22
2nd quarter	277	162	60	55
3rd quarter	96	11	70	15
4th quarter	82	34	—	48
1972 1st quarter	−10	−34	−2	26
2nd quarter	98	20	18	60
3rd quarter	151	53	99	−1
4th quarter	313	204	75	34
1973 1st quarter	487	362	39	86
2nd quarter	525	410	53	62

Book Values exclude VAT. Purchase Tax payable on retailers' stock prior to the second quarter of 1973.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, August 31, 1973 and of one film registered on Thursday, August 22, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Canada the Land	BR/E 36997/2/9/78	7	August 28	MGM-EMI Distributors Ltd.	National Film Board of Canada
Soapbox Derby	BR/NQ 36999	51	August 29	Children's Film Foundation Ltd.	Cine-Lingual Ltd. (for Children's Film Foundation Ltd.)
The Kid From Canada	BR/NQ 37000	39	August 29	Children's Film Foundation Ltd.	International Post Production Films Ltd. (for Children's Film Foundation Ltd.)
Blow Your Own Trumpet	BR/NQ 37001	41	August 29	Children's Film Foundation Ltd.	Cine-Lingual Ltd. (for Children's Film Foundation Ltd.)
The Chinese Connection	BR/E 37002/2/9/78	86	August 30	MGM-EMI Distributors Ltd.	Shaw Bros. (Hong Kong) Ltd.
Man at the Top	BR/E 37003/2/9/78	92	August 30	MGM-EMI Distributors Ltd.	Hammer Film Productions Ltd.
Review No. 1—27th Year	BR/E 37004/2/9/78	9	August 30	Data Film Distributors Ltd.	National Coal Board
Movietone News 2308	BR/E 36896/2/9/78	8	August 31	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2308A	BR/E 36897/2/9/78	7	August 31	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
You Don't Know Why You Came Here	F 36993	29	August 22	Columbia-Warner Distributors Ltd.	Martin Williams Films (for Queensland Government Tourist Bureau) Brisbane
Shaft In Africa	F 36994	109	August 28	MGM-EMI Distributors Ltd.	MGM Inc. and Shaft Productions Ltd.
Yesterday and Today	F 36995	15	August 28	Children's Film Foundation Ltd.	Anvil Film and Recording Group Ltd. (for Children's Film Foundation Ltd.) London
Sweet Games of Last Summer	F 36996	70	August 28	Contemporary Films Ltd.	Czechoslovak Filmexport, Prague
Private Parts	F 36998	82	August 29	MGM-EMI Distributors Ltd.	MGM Inc. and Penelope Productions Inc.
Steelyard Blues	F 37005	93	August 30	Columbia-Warner Distributors Ltd.	Steelyard Blues Productions Inc.
Penelope	F 37006	75	August 30	Cinecenta Film Distributors Ltd.	Les Productions Du Basson, Paris

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme is available to exporters who have held an ECGD comprehensive type policy for 12 months. This scheme enables exporters to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 38 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with your local branch office listed below.

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New York
In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada:
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MOTOR INDUSTRY

Vehicle production in July

Summary

PRODUCTION of motor vehicles increased in July; output of motor cars was slightly lower than in July 1972 but production of commercial vehicles continued to rise, with a substantial increase on a year earlier. After allowing for the normal seasonal decline at the holiday season the rate of output for cars in July was higher than in any month since January of this year, and in the three months May to July production was markedly higher than in the preceding three months. In seasonally-adjusted terms output of commercial vehicles also rose strongly in July and in the most recent three-monthly period.

Cars

In the four weeks ending July 28, the total production of cars was 99,595, a weekly average of 24,899. This was 2 per cent below the rate of output in July 1972. Production for export at 8,372 per week was 7 per cent higher than in July 1972 but the weekly rate of 16,572 cars for the home market was 6 per cent lower.

Seasonally adjusted figures (Table 2) show that the rate of production increased in July for both the home and export markets; a low incidence of strikes was a contributory factor. For the three months May to July 1973 home deliveries rose by 8 per cent and sales for export by 6 per cent compared with the preceding three months. Total production increased by 7 per cent.

Commercial vehicles

Total production of commercial vehicles during the four-week period ending July 28 was 28,100. This was 28 per cent higher than in the corresponding period last year, with production for export contributing strongly to the improvement. Production for the home market was 10 per cent higher than in July last year while export production increased by 63 per cent.

Comparing production for the latest period of three months, total

(continued on next page)

TABLE 1. RECORDED PRODUCTION

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Oversees Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52								
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13	277,386	118,992	396,378	30,491	53,114	27,161	80,275	6,175
4th quarter	13	371,624	159,040	530,664	40,820	83,828	37,259	121,087	9,314
1973 1st quarter	13	320,052	159,636	479,688	36,899	69,954	36,346	106,300	8,177
2nd quarter	13	290,253	156,565	446,818	34,371	69,399	39,980	109,379	8,414
3rd quarter	13								
4th quarter	13								
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,628	7,364	21,992	5,498
August	4	85,880	32,751	118,631	29,658	15,019	6,873	21,892	5,473
September	5	121,018	54,829	175,847	35,169	23,467	12,924	36,391	7,278
October	4	117,734	50,786	168,520	42,130	25,617	11,029	36,646	9,162
November	4	125,118	49,527	174,645	43,661	28,866	12,194	41,060	10,265
December	5	128,772	58,727	187,499	37,500	29,345	14,036	43,381	8,676
1973 January	5	135,970	62,089	198,059	39,612	28,419	12,597	41,016	8,203
February	4	89,426	48,590	138,016	34,504	21,401	12,054	33,455	8,364
March	4	94,656	48,957	143,613	35,903	20,134	11,695	31,829	7,957
April	4	80,647	45,620	126,267	31,567	18,957	11,278	30,235	7,559
May	5	111,333	62,307	173,640	34,728	26,613	13,684	40,297	8,059
June	4	98,273	48,638	146,911	36,728	23,829	15,018	38,847	9,712
July	4	66,107	33,488	99,595	24,899	16,061	12,039	28,100	7,025
August	4								
September	5								
October	4								
November	4								
December	5								

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VEHICLE PRODUCTION
continued

output was 16 per cent higher, seasonally adjusted, in May to July. Production for both the home market (12 per cent higher) and for export (24 per cent higher) contributed to this increase.

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	14.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973						
1972 1st quarter	94	50	144	19.7	9.5	29.2
2nd quarter	106	51	157	22.1	12.4	34.5
3rd quarter	111	48	159	21.4	11.0	32.4
4th quarter	125	55	180	27.7	12.2	39.9
1973 1st quarter	96	48	144	21.4	11.1	32.5
2nd quarter	90	47	137	21.5	12.6	34.1
3rd quarter						
4th quarter						
1972 January	90	50	140	20.9	9.4	30.3
February	82	44	126	17.1	7.9	25.0
March	110	57	167	21.0	11.3	32.3
April	94	52	146	20.8	11.8	32.6
May	112	53	165	23.9	13.5	37.4
June	112	47	159	21.7	11.8	33.5
July	110	47	157	22.4	10.5	32.9
August	114	44	158	21.2	10.3	31.5
September	110	53	163	20.4	12.2	32.6
October	118	55	173	26.0	11.4	37.4
November	132	53	185	29.5	12.1	41.6
December	124	58	182	27.7	13.1	40.8
1973 January	107	52	159	22.1	10.1	32.2
February	88	45	133	21.5	11.4	32.9
March	94	47	141	20.6	11.7	32.3
April	85	45	130	19.9	11.8	31.7
May	88	49	137	21.3	10.9	32.2
June	97	47	144	23.3	15.1	38.4
July	103	50	153	24.7	17.1	41.8
Average of:						
Feb.-Apr. 1973	89	46	135	20.7	11.6	32.3
May-July 1973	96	49	145	23.1	14.4	37.5
Percentage change	+8	+6	+7	+12	+24	+16

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TEXTILES

Made-up clothing: orders and deliveries

In the three months ended May 1973 net new orders received by the clothing industry were provisionally estimated to have been 4 per cent higher than in the three months ended February 1973; deliveries were 1 per cent higher. Orders-on-hand at the end of May were 10 per cent higher than at the end of February.

These comparisons are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
1972	194		122		121	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	153	169	118	121	119	116
2nd quarter	184	183	130	123	113	116
3rd quarter	161	176	102	112	115	116
4th quarter	184	184	131	121	118	118
1972 1st quarter	169	181	111	116	119	118
2nd quarter	194	190	131	123	117	118
3rd quarter	178	199	112	126	120	121
4th quarter	194	194	135	123	126	126
1973 1st quarter	215	233	135	141	123	119
1971 November	185	180	153	123	124	117
December	184	184	96	123	99	117
1972 January	179	179	102	116	110	124
February	173	179	109	110	118	110
March	169	181	122	122	128	119
April	174	187	131	130	122	120
May	202	199	159	138	113	118
June	194	190	103	102	115	116
July	179	180	93	106	118	123
August	183	200	113	152	108	120
September	178	199	129	119	136	120
October	192	204	163	136	141	126
November	209	206	161	130	134	127
December	194	194	79	103	104	124
1973 January	204	210	124	144	106	117
February	206	221	135	143 r	132	124
March	215	233	146	135	131	116
April	227	246	145 r	150 r	126 r	129 r
May p	246	244	150	121	117	123

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Orders and deliveries in June

In the three months ended June 1973 net new orders received by the textile industry were provisionally estimated to have been 10 per cent less than in the three months ended March 1973; deliveries were 2 per cent less. Orders-on-hand at the end of June remained at about the same level as at the end of March. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
1972	135		124		122	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1972 1st quarter	132	125	117	110	110	110
2nd quarter	129	124	119	120	121	121
3rd quarter	125	128	113	131	118	126
4th quarter	135	135	149	138	138	130
1973 1st quarter	151	145	151	146	134	135
2nd quarter p	150	145	131	132	133	133
1972 January	129	126	121	119	111	117
February	129	125	103	97	104	100
March	132	125	126	114	116	114
April	129	123	110	112	117	119
May	130	124	124	126	123	124
June	129	124	123	120	124	120
July	127	129	104	139	110	124
August	123	128	97	125	110	125
September	125	128	137	128	133	129
October	132	134	165	145	142	127
November	133	132	150	123	145	127
December	135	135	133	145	127	136
1973 January	139	137	132	133	120	127
February	146	143	158	153	137	134
March	151	145	164	152	145	145
April	155	149	140	144	128	130
May	153	147	124	123	131	130
June p	150	145	129	129	140	137

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970 (page 587).

Production in the cotton industry

The volume of production in the cotton industry (including processing of man-made continuous filament yarns and finishing) in June 1973 was 23 per cent higher than in June 1972. Statistics issued by the Textile Statistics Bureau show that in the period January to June 1973 the amount of cloth woven was 1 per cent less than in the corresponding period of last year. Production of single yarn increased by 11 per cent and doubled yarn by 17 per cent.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	**	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1972	267.6	180.2	166.2		**	561.0	513.8
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7
March*	5.1	3.6	3.2		**	11.1	10.2
April	5.4	3.8	3.3		**	11.8	10.6
May	5.7	4.0	3.6		**	12.2	11.1
June*	4.4	3.2	2.8		**	11.6	9.7
July	4.7	3.1	2.8		**	6.9	7.2
August*	5.4	3.8	3.2		**	11.3	9.8
September	4.5	3.0	2.9		**	9.8	9.2
October	5.9	4.0	3.7		**	11.9	10.9
November*	5.9	3.9	3.6		**	11.6	10.7
December	4.9	3.3	3.0		**	9.8	9.4
1973 January*	5.5	3.8	3.5		**	10.2	10.6
February	5.7	4.1	3.8		**	10.9	11.2
March	5.6	4.3	4.0		**	10.9	11.4
April	4.9	3.8	3.6		**	9.6	10.3
May*	5.5	4.4	3.9		**	10.4	11.0
June	4.5	3.9	3.4		**	10.4	11.1

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. * Average of five weeks. ** Not available

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Sales and orders (SIC Orders VII, VIII and IX) Trends in May

THE trends in volume of both sales and orders of the engineering industries have continued to show firm upward movements to both home and export markets.

Provisional trend estimates now available indicate that between February and May there was a rise of 3 per cent in the volume of total sales, incorporating a 6½ per cent increase in sales to the export markets and a rise of 2 per cent to the home market. The rather variable monthly index numbers (before smoothing to show trends) also confirm the continued strong growth of home and export sales.

Orders-on-hand for the whole of the engineering industries have shown further steady rises over the three months February to May. The trend of total orders-on-hand was higher by 5 per cent, maintaining the growth in the size of the order book observed in recent months. The increases were distributed fairly evenly, with order books for the home markets up by 5½ per cent and for export markets by 4 per cent.

The trend of net new orders has continued to rise significantly for both home and export markets. Provisional analysis of the detailed industry figures shows that marked increases have taken place in the mechanical and instrument engineering industries. Electrical engineering, on the other hand, has shown some slight decrease in net new orders between February and May, although these were still flowing in faster than sales were going out.

The new results published in this table are for the combined engineering industries (SIC Orders VII, VIII and IX) and are based on an inquiry relating to May 1973. The response of 69 per cent to the inquiry is considered sufficient to justify publication of the provisional estimates for this month. Taking into account the returns now received for February, March and April the response rates for these months were 86, 89 and 83 per cent respectively.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders), which provides more detailed statistical tables and analyses of the engineering industries, is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand and net new orders, for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical engineering, instrument engineering and electrical engineering respectively).

INDEX NUMBERS FOR THE COMBINED ENGINEERING INDUSTRIES (SIC ORDERS VII, VIII AND IX) (a)

Volume index numbers: Orders-on-hand, December 1963 unadjusted = 100 Net new orders and sales, 1963 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend Estimates									
1972 February	119	145	143	103	148	144	177	136	140
May	119	143	145	103	147	148	177	134	136
1972 July	121	151	147	104	156	151	178	138	138
August	122	156	149	105	161	152	178	142	141
September	123	159	151	107	164	154	179	148	146
October	124	162	154	108	165	156	179	155	151
November	125	167	158	109	168	158	181	163	155
December	127	172	160	110	173	161	182	170	159
1973 January	128	178	163	112	179	164	185	176	161
February	131	184	165	114	184	166	188	182	164
March	133	188	167	116	189	168	191	187	167
April	136	192	169	119	192	168	194	192	171
May	138	195	170	121	194	169	196	198	174
Percentage Increase (c)									
February to May 1973	5.0	6.5	3.0	5.5	5.5	2.0	4.0	9.0	6.5
Seasonally Adjusted									
1969	123	136	130	106	132	130	181	147	131
1970	122	136	136	105	131	132	183	147	146
1971	119	134	137	102	131	133	175	141	145
1972	127	151	148	111	154	150	183	142	143
1972 1st quarter	117	134	140	101	138	142	172	122	136
2nd quarter	120	145	145	103	147	147	176	140	140
3rd quarter	123	155	148	107	162	152	178	139	138
4th quarter	127	170	158	111	170	158	183	169	157
1973 1st quarter	132	181	167	116	184	169	189	175	162
1972 April	118	144	144	102	145	146	176	141	139
May	119	146	150	102	144	150	178	151	148
June	120	145	142	103	152	145	176	126	134
July	121	155	145	104	160	153	179	140	126
August	123	160	149	106	168	153	180	140	138
September	123	151	151	107	157	151	178	136	150
October	124	166	157	108	168	158	179	161	155
November	124	165	160	109	166	159	179	164	161
December	127	177	156	111	176	156	183	181	154
1973 January	128	167	164	111	166	164	184	168	163
February	131	188	164	113	189	167	189	188	158
March	132	189	173	116	198	176	189	168	167
April	137	202	165	120	200	162	194	206	173
May	139	187	171	122	181	168	198	203	178
December 1972-February 1973 (av)	131	177	161	113	177	163	189	179	158
March-May 1973 (av)	139	193	170	122	193	169	198	192	173
Percentage increase (b) (c)	6.5	8.5	5.0	7.5	9.0	3.5	5.0	7.5	9.0

(a) All figures are provisional.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point for statistical convenience.

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SBN 11 723176 2